

BOARDWATCH **MAGAZINE**

Guide to Electronic Bulletin Boards and The Internet

COOKING ON THE WEB

Recipes, Ingredients and Home Delivery

Interview with Dave Taylor:

**Author of Elm, Founder of the Internet Mall Describes
"The Good Old Days" & Better Ones To Come**

BBS Licenses?

**Feds Ponder Ways To Pay for Clinton's
"Universal Access Mandate"**

Stalking Baseball Players Online:

Will The Real Galarraga Please Send E-mail to Phyllis?

Consummate WinSock Applications:

Reviews, Ratings and URLs

SlipKnot:

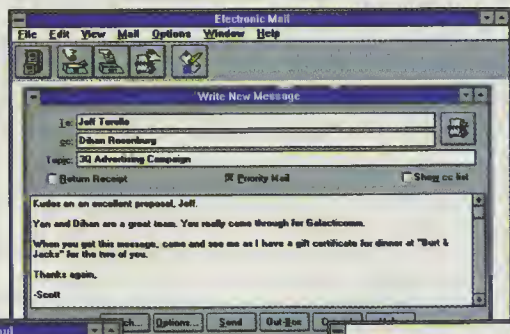
**Graphical Web Browsing for UNIX
Shell Accounts**



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S. H. U. & CANADA

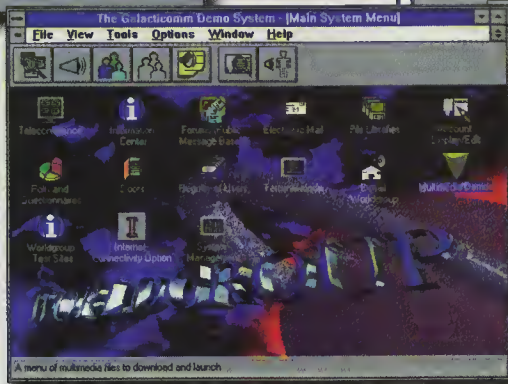


Worldgroup Manager: Users access and navigate your system with Worldgroup Manager, a freely distributable Windows client. With the click of an icon, users are connected and logged in to your system.

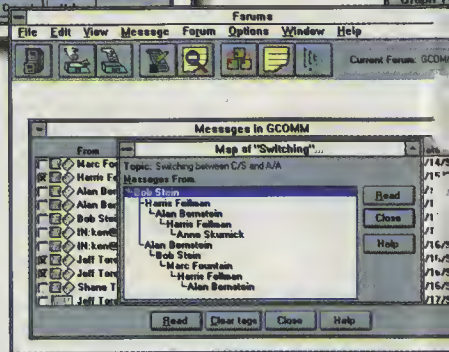


E-mail: Users can easily manage their mail with their own in box, out box, multi-foldered filing cabinet, address book and more.

► *Main menu: Launch your own online service, right out of the box, with Worldgroup. Offer users e-mail, forums, multi-user teleconference, polls, files, Internet access and more.*



► *Forums: Create up to 10,000 group message areas or Internet newsgroups for users to exchange ideas on a variety of topics. A map even helps users track conversation threads visually.*



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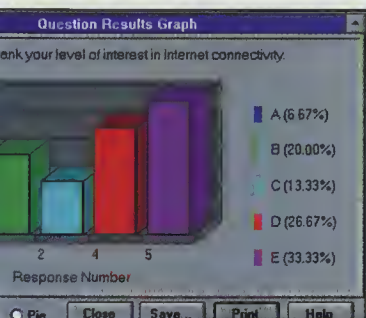
The client runs under Windows on your users' machines. Its multi-threaded architecture lets them do all sorts of cool things simultaneously. Like download files in the background, while reading new mail. Or auto update

new versions of applications transparently. Local caching, "look ahead" and client-driven intelligence maximizes performance at 2,400 or 28,800 bps.

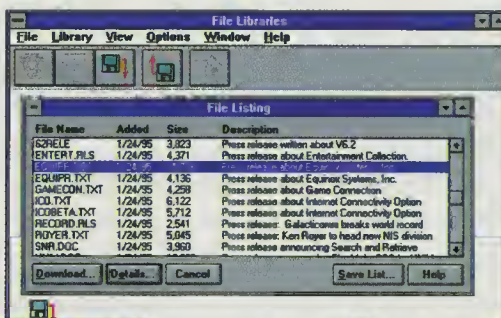
You can customize all the icons and menu pages out of the box. With Worldgroup's multimedia features, you can have a "splash" screen with a BMP image and a WAV or MIDI file, graphic menu backdrops, real-time video and more.

There's even a "launch" client/server utility that downloads and launches files for your users, such as Adobe Acrobat files, Word documents and PowerPoint presentations, in one easy step — while the user is online.

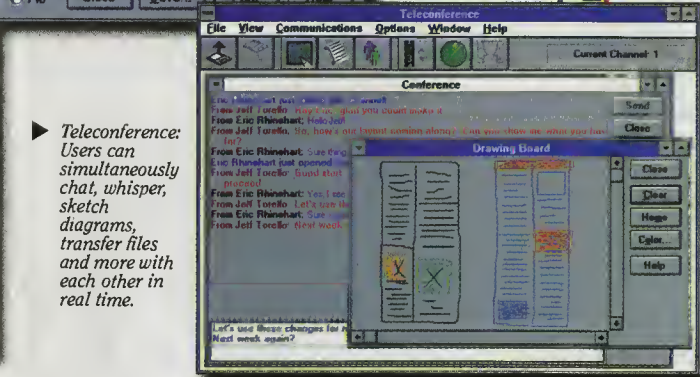
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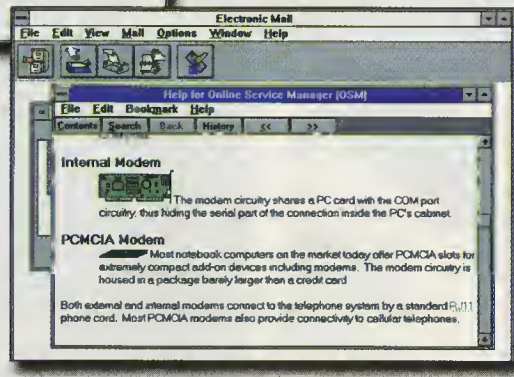


File Libraries: Users simply tag the files they're interested in and select the download icon. Files can be downloaded in the background while users enjoy your other services.



Teleconference: Users can simultaneously chat, whisper, sketch diagrams, transfer files and more with each other in real time.

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But it doesn't stop there. You can make your service accessible via modem, serial ports, TCP/IP, Novell LAN, ISDN and X.25 networks such as CompuServe and SprintNet.

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Worldgroup gives you the best of workgroup software and commercial online services. E-mail, group discussion areas, file libraries, teleconferencing, surveys and more are all built-in. You can gateway to existing message systems via MHS or UUCP. And that's just the beginning.

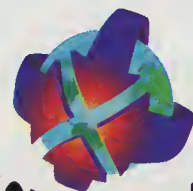
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Worldgroup provides a communication model that brings the inside world and the outside world together in a secure, productive environment.



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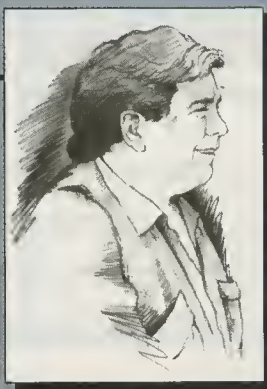
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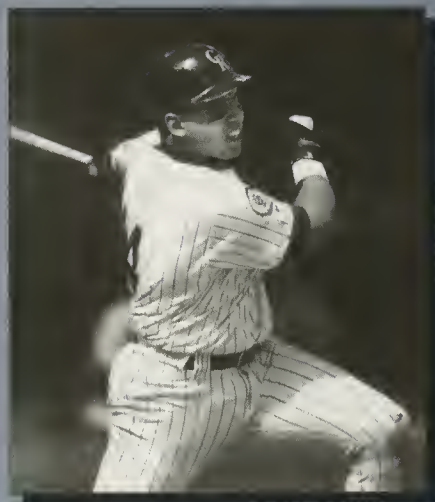
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IN ORDER OF NUMBER OF VOTES RECEIVED BETWEEN JANUARY 1 AND JUNE 30, 1994

TITLE	PHONE	DESCRIPTION	SOFTWARE	LINE
1. Software Creations	508-368-7139	The Primary Source for Entertainment Software	PCBoard	134
2. EXEC-PC	414-789-4360	Largest dial up BBS for shareware software	Custom	280
3. GLIB	703-578-4542	Gay & Lesbian Information, Internet email, live chat	TBBS	23
4. Monterey Gaming System	408-655-5555	Custom interactive gaming and multi-user conferences	Custom	32
5. Blue Ridge Express	804-790-1675	Custom interactive gaming and multi-user conferences	Custom	32
6. Deep Cove BBS	804-536-5885	Large file base with 3 Gigabytes and CD-ROMs	TBBS	18
7. AlphaOne Online	708-827-3619	Large file base with 3 Gigabytes and CD-ROMs	TBBS	18
8. America's Suggestion Box	516-471-8625	News, publications, Internet email, shareware, games	TBBS	16
9. Lifestyle Genealogy	516-689-6390	Adults only, matchmaking, personals, shareware	TBBS	16
10. Prodigy Genealogy	800-775-7714	Adults only, matchmaking, personals, shareware	TBBS	16
11. Chrysalis	214-690-9295	Adults only, matchmaking, personals, shareware	TBBS	16
12. Pleasure Dome BBS	214-690-9295	Adults only, matchmaking, personals, shareware	TBBS	16
13. INDEX System, The	804-490-5878	Adults only, matchmaking, personals, shareware	TBBS	16
14. Pennsylvania Online	404-924-8472	Adults only, matchmaking, personals, shareware	TBBS	16
15. Springfield Public Access	717-657-8699	Adults only, matchmaking, personals, shareware	TBBS	16
16. OS/2 Shareware	413-536-4365	Adults only, matchmaking, personals, shareware	TBBS	16
17. DSC	215-443-7390	Adults only, matchmaking, personals, shareware	TBBS	16
18. Wizard's Gate BBS	708-820-8344	Adults only, matchmaking, personals, shareware	TBBS	16
19. Aquila BBS	615-383-0727	Adults only, matchmaking, personals, shareware	TBBS	16
20. Nashville Exchange, The	919-481-9399	Adults only, matchmaking, personals, shareware	TBBS	16
1. DeltaComm Online	816-587-3311	Adults only, matchmaking, personals, shareware	TBBS	16
File Shop BBS, The	317-359-5189	Adults only, matchmaking, personals, shareware	TBBS	16
Traders' Connection	216-381-3320	Adults only, matchmaking, personals, shareware	TBBS	16
hio	610-439-1509	Adults only, matchmaking, personals, shareware	TBBS	16
Son BBS	908-205-0189	Adults only, matchmaking, personals, shareware	TBBS	16
InfoService	703-749-2860	Adults only, matchmaking, personals, shareware	TBBS	16
The	914-667-4066	Adults only, matchmaking, personals, shareware	TBBS	16
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EDITOR'S NOTES

FREEDOM TO SPEAK OUR MINDS... AND HERE I AM WITH NOTHING TO SAY

So it's probably best to say it at length. To paraphrase a classic television commercial for the United Negro College Fund - "A mind is a terrible thing..." That thought has haunted me for years, though I don't recall the rest of the commercial.

The online community has wrestled with the vagaries of the over-broad topic of "Freedom of Expression" from the moment someone noticed that a computer could be used to manipulate text as well as numbers. The Freedom and Privacy crowd take great delight at every opportunity to "strike a blow for freedom" and of course the more publicly they blow, the better. I vaguely agree with them, but with the uncomfortable feeling that we are talking about two different things entirely. The difference is the difference between a libertarian posture, and an anarchist posture. Utter chaos is unappealing to me personally.

I find very attractive the concept of being able to say whatever I like, wherever I like, with no restrictions at all. Unfortunately, this is a total fantasy. Though as publisher and sole owner of a niche publication in the United States, I probably enjoy more freedom to say what I like than most anyone else on the planet, in truth we all face constant limits on what we can say, and where we can say it. There are pressures, coercions, consequences, and yes legal ramifications to everything we utter. We can irritate our employers to the point of losing our livelihood, our spouses to the point of losing our families, and in any interaction between individuals, never mind groups, what we say has consequences. And in spite of the First Amendment to the Constitution, there are certain things we can say that can damage others and do have legal penalties. Slander often adds up to big bucks in our judicial system.

In the online community, often we ARE more free to speak our minds. Online participants are often anonymous or nearly anonymous, but even where they are not they operate out of context from their daily lives. Often their spouse and employer and neighbors and business associates are not online, and not in the same venue. So there really AREN'T the same restrictions. And many people revel in this freedom to the point that they qualify under Rickard's

Maxim of Online Community - "There's a jackass at every trough."

The knowledgeable online are all too familiar with the problem. You join a discussion group online who are pleasantly conversing on the mutual topic of passion - butterfly census methodologies and the upcoming July 4th count. Suddenly, a brief message appears in the thread: "butterflies suck." Technically, this may be accurate, but inevitably it is followed by increasingly lengthy and tortuous posts from a new participant who not only is intent on abusing the innocent butterfly, but Lepidopterists in general. Who knows, he may have been misclassified during his caterpillar days and has obsessively resented the field since then. For whatever reason, no message can be posted in the conference without a scathing and often abusively obscene response from the Jackass at the Trough. Within days, the other participants begin resigning from this now less than useful and enlightening conversation and a peaceful community is destroyed - wrecked by a single individual with too much time, and too well connected a keyboard. He has slobbered into the trough, and no one now wants to drink from it.

Peer pressure? Forget it. We're out of context here. Often, the Jackass is actually SEEKING censure, as it is, after all, SOME form of attention.

Out of this came the concept of "moderation." Someone acts as the "moderator" of the discussion, in whatever venue it takes place. This person is empowered by the group as a kind of old west "Marshal Dillon" to handle "troublemakers." The selection of moderator is important. Too heavy a hand and the discussion group feels like it is living under Stalin. A mention of a movie with butterflies in it is ruled a commercial advertisement for an off-topic product. And too liberal a moderator brings us right back to the terrorism of the Jackass at the trough. Technically, different venues offer moderators different levels of control. Some can very effectively obliterate individual messages. Others can only warn the participant and coerce behavior by threat of the ultimate weapon - banishment. Some really don't have a functional way of dealing with it at all. It varies.

And this variance is important. It is a little difficult to determine what the right level of moderation, or to use the politically charged word, censorship is appropriate. And over the years, a very rich range of venues offering very dif-

ferent levels of "Freedom of Speech" have emerged. On the one hand, there are published "digest" type mailing lists where ALL messages are reviewed by the moderator and "selected" for publication. Some of these publish a fraction of even the good and useful submissions. It is a very selective "best of" type publication. At the other extreme is USENET - a series of thousands of conferences with no mechanism at all for regulating anything. And many hundreds of online services fall in some endlessly variable strata in between.

This is actually an incredible resource. It is specifically what I've devoted most of my adult life to promoting in any way possible. And it REALLY didn't have to turn out this way. At one point, it looked very much like the online community was going to consist of CompuServe, MCI Mail, and perhaps GENie. But today we have a strong half dozen or so commercial online services, the Internet, and thousands of bulletin boards. What this remarkable diversity allows is that each caller can travel rather widely online until they find a home. A place where they feel comfortable. A place where the censorship/moderation versus the freedom to speak your mind is balanced in a way that seems appropriate TO YOU. You get to select how much "freedom of speech" you can forego in exchange for a useful and peaceful community.

The important concept, set forth in the First Amendment to the U.S. Constitution, is not that you have a freedom from censorship or moderation. It is that you have freedom from censorship BY THE GOVERNMENT. Our government is a specially empowered entity. They can have an army. They can levy taxes. They can imprison people. And because of these special powers, THEY are banned from regulating your speech. Anyone else with lesser powers can actually impose limits on what you say within their zone of control. But the government can't because its zone of control is universal within our borders. And it's a good, if imperfect, thing that we do limit government in this way.

But I am very seriously alarmed that this is all over in one sudden, unexpected stroke that has essentially gutted the entire concept of online community. In a May 24 decision in Mineola New York, Judge Stuart Ainsworth of the New York Supreme Court has ruled that the MONEY TALK forum on the Prodigy service, moderated by an independent contractor, Charles Epstein, is NOT a forum for assembly and discussion, but rather a PUBLICATION. And

Prodigy is legally responsible for every utterance made by participants in the forum.

The ruling clears the way for a libel suit brought by STRATTON OAKMONTH, INC., a securities investment banking firm. An unspecified MONEY TALK participant made certain statements about Stratton that are undoubtedly slanderous. Prodigy didn't make the statements or endorse them, but as the deep pockets here, are held legally responsible for them.

The Judge did acknowledge the *Cubby Vs. CompuServe* case, and in a stuporific display of acumen, noted that he "is in full agreement with Cubby and Auvil, Computer bulletin boards should generally be regarded in the same context as bookstores, libraries and network affiliates." The difference seems to be that Prodigy exercises editorial control whereas CompuServe and bulletin boards do not. This is simply not true. Prodigy does. CompuServe does. And bulletin boards do. All to varying degrees. The actual difference between how CompuServe moderates their forums, and how Prodigy does, is almost nonexistent currently. From the Court's decision:

"The key distinction between CompuServe and PRODIGY is two fold. First, PRODIGY held itself out to the public and its members as controlling the content of its computer bulletin boards. Second, PRODIGY implemented this control through its automatic software screening program, and the Guidelines which Board Leaders are required to enforce. By actively utilizing technology and manpower to delete notes from its computer bulletin boards on the basis of offensiveness and 'bad taste', for example, PRODIGY is clearly making decisions as to content (see, Miami Herald Publishing Co. v Tornillo, supra), and such decisions constitute editorial control. (Id.) That such control is not complete and is enforced both as early as the notes arrive and as late as a complaint is made, does not minimize or eviscerate the simple fact that PRODIGY has uniquely arrogated to itself the role of determining what is proper for its members to post and read on its bulletin boards. Based on the foregoing, this Court is compelled to conclude that for the purposes of Plaintiffs' claims in the action, PRODIGY is a publisher rather than a distributor..."

"... Let it be clear that this Court is in full agreement with Cubby and Auvil, Computer bulletin boards should generally be regarded in the same context as bookstores, libraries and network affiliates. [See Edward V. DiLello, Functional Equivalency and the application to Freedom of Speech on Computer Bulletin Boards, 26 Colum. J. Law & Soc. Probs. 199, 210-213 (1993).] It is PRODIGY's own policies, technology and staffing decisions which have altered the scenario and mandated the finding that it is a publisher.

"PRODIGY's conscious choice, to gain the benefits of editorial control, has opened it up to a greater liability than CompuServe and other computer networks that make no such

choice. For the record, the fear that this Court's finding of publisher status for PRODIGY will compel all computer networks to abdicate control of their bulletin boards, incorrectly presumes that the market will refuse to compensate a network for its increased control and the resulting increased exposure."

This judge has cluelessly heaped the wheat, the chaff, and the Jackass excrement all in the same pile, while expressly claiming his desire not to do so. The difference he alludes to between Prodigy and CompuServe and other computer networks does not discernably exist. He's used the fact that Prodigy does apply some level of control as evidence of their status as a publisher. CompuServe DOES exercise a very similar level of control - as do moderators of Fidonet Echomail conferences. The specific newsletter in the Cubby case was not edited by CompuServe, but there are dozens of different types of messages you might post on forums on CompuServe that will just never get posted. I don't even know of any Fidonet echomail conferences without a moderator.

This has been a topic of conversation within Prodigy as well. They did in fact advertise themselves as a "family oriented" service and defended their heavy censorship several years ago based on this premise. I had several conversations with their attorney about this and attempted to persuade him that they would one day be judged based on this premise. In the interim, Prodigy has not only relaxed the censorship issue rather dramatically, but actually changed the way they manage bulletin boards on their service. The stable of some 40 message reviewers is essentially gone. The bulletin boards are now run by Board Leaders, most of whom are NOT direct Prodigy employees but rather true participants in the forums who do receive compensation via the usual type of independent contractor "sysop" agreement. Prodigy itself runs some software filters to detect a series of words judged "obscene". Along with the near-heroic efforts of Steve Larsen, who headed this effort at community building until his recent move to head Internet Services, this dramatically improved the community aspect of Prodigy. Their bulletin boards were quite successful and contributed significantly to improving the service's ability to retain callers - slowing the revolving door Prodigy had set up with its promotional efforts. It's actually one of the best examples of a successful "turnaround" online.

So the level of control isn't the test. The message is really quite simple: if you exercise **any** form of control over a message conference, you legally risk reclassifying yourself as a **publisher** and become yourself legally liable for every utterance made by every Jackass that might visit your trough. For some reason, the Judge feels you're compensated for this inconvenience by some vague market compensation that will provide you enough money to pay the multimillion-dollar libel awards?

It takes no prophet to predict that if this decision stands, the only way to survive as an online service is to simply not levy ANY controls on message areas. And the result will be that everything everywhere will enjoy the same level of chaos as USENET.



I like it that USENET is there. If you can't say it anywhere else, you can always say it on USENET. I don't like it that every online forum will be forced by judicial decree to work, look, and operate like USENET. Virtually all current initiatives to regulate pornography and obscenity online cite USENET as the example of the archetypal online cesspool. I think it's a great thing in that all the Jackasses can gather there and commiserate over all the places they've been thrown out of.

So this decision essentially collapses the endlessly variable hierarchical strata of choice we now enjoy, and forces everything to be totally free speech zone. Aside from the fact that many service operators will simply quit in disgust, long term, ultimately and inevitably, this will drive the need for an entire myriad of LAWS regulating what can and can't be said online. Anyone who HAS moderated a conference knows that it is just too complex to be effectively formulated in a series of rules - however tortuously detailed. But effectively, we replace moderation and censorship by private online service providers with GOVERNMENT censorship and control. It will be a bonanza for lawyers and judges, and a tragedy for anyone with a modem.

The question of what an online service IS online is often complicated by the services themselves. In a separate case, Delphi was sued by Howard Stern for advertising a forum in New York newspapers using a photo of the bare southern end of a northbound Stern. They successfully escaped the lawsuit by claiming exemption as - you guessed it, a **publisher** of a news service.

And until the online community can itself define what it is in a functional and legal sense, we subject ourselves to the endlessly moronic definitions imposed by a legal system that is functionally incapable of predicting even the short term impact of their decisions. That MOST online services apply some form of control to message conferences, or that they have any need to, apparently escaped Judge Ain, and probably will any other judge that hasn't actually participated in the online experience, and drank from the same trough as the Jackass...

Jack Rickard
Editor Rotundus



Letters to the Editor

Boardwatch Magazine
8500 W Bowles Ave Suite 210
Littleton Co 80123

LETTERS TO THE EDITOR

Address correspondence to Letters to the Editor, Boardwatch Magazine, 8500 West Bowles Ave., Suite 210, Littleton, CO 80123; by fax to (303)973-3731 or by e-mail to letters@boardwatch.com.

Dear Jack,

Thanks for a great publication. My wife and I discussed starting a BBS for Ratite (ostich, emu, and rhea) ranchers around Christmas of last year, and thanks to information from Boardwatch and "Creating Successful Bulletin Board Systems" by Alan D. Bryant, we launched our "Ratites On Line" March 1, 1995. I can't count the number of times we read and reread your magazine while deciding whether to take the plunge. As novices whose main exposure to BBS's was Herp-Net, another "niche" system for reptile and amphibian enthusiasts, we found that we learned something new with each reading. Some of the more valuable (and humorous) information came from reader's letters and your responses to them. Anyway, we have enjoyed the entire process, even though whenever the system has a slow day or someone writes a great message and fails to save it we plunge into deep depression. But then the modem squeals and someone says "Nice job" and we are proud parents again.

Recently a sysop from another BBS posted a couple of files on our system which appeared from their titles and descriptions to simply be BBS lists. After unZIPping them, I found that they contained something more, most disturbing of which was a file called "BBS_DOOM", which I will enclose for your perusal. If I may summarize the contents of the file, it says basically that the idea of a for-profit BBS is a foolish notion planted in the heads of greedy bastards (sysops) by other greedy bastards (software vendors, modem manufacturers, and even (especially?) magazine publishers). The guy who wrote this is a long time sysop who evidently still runs at least one board himself, yet he manages to attack just about everyone connected with the industry for some real or imagined wrong. As I said, I am a novice, and I don't know what BBS etiquette calls for in this situation, but I killed both files as soon as I saw the propaganda that was included. If the guy wanted to intimidate me into thinking running a BBS was a waste of time, fine, send me E-Mail. But why tuck a file like that in a "user service" file? One that lists BBS's, even? Maybe I'm wrong, but that seems a little like showing "Airport" as an inflight movie.

I'd like your opinion on one other thing. Do you think Internet access is a necessity for a BBS like mine? I see the advantage over using long distance to access a BBS in some cases, but I am serving farmers who in many cases don't have or want Internet access. I don't see any guarantee that the Net will remain any more "free" than long distance is now. My plan for now is to have a presence on the Net in the form of a home page to direct interested parties to my dial up system, and wait to see what the future holds before attempting a technically difficult (for me) and expensive (ditto) Internet

connection to my BBS. Am I missing something in my reasoning?

Thanks again for a wonderful resource,

Mike Meade, Sysop
Ratites Online BBS
(513)849-0090
dlmeade@ibm.net

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Mike,

From the beginning my favorite online services have been the esoteric specialized information/community systems built around some micropublishing theme. We did a story on Herp-Net many years ago. But Ratites Online sounds like a new level of specialization. I love it.

As to running a BBS for profit, and your friendly uploader, I will pass along two observations, one about some of the people you may encounter online, and the second about the profitability of online services.

I was fortunate to have started Boardwatch in the Denver area. We had a local Fidonet (104) that had so much fighting, flaming, and online vitriol that every experience I've had online since net 104 has been a pleasant surprise in many ways. But almost everywhere you will encounter people of such bitterly negative outlook that it is depressing just to be online with them. Even today, I can visit a newsgroup or echomail conference and at times almost become physically ill from the horrifying exchange of vitriol and venom displayed via text. We tend to rhapsodize over the marvelous encounters we have online with fascinating and stimulating minds at play. But the truth is that there are a lot of people out there who are just intellectual mud puddles and emotional cripples whose only impact on the world they live in is derived from mashing the keyboard, and consequently the psyche of everyone around them. It's a poor statement on the state of the herd.

With regards to profitability, I personally believe, and have found, the online world to be the most fascinating frontier of opportunity to come along in my lifetime. Every aspect of doing business online is appealing to me. At this point it requires very tiny capital investment to start, can easily be operated part time since most of the activity remains an evening and weekend sport, it features very little in the way of licensing, regulation, or specific taxation, and it is endlessly scaleable - the sky is the limit of success. It is not very labor intensive. And you're not required to have a specific number of parking places outside. In short, I find it to be the ideal cottage industry/small business of our age.

That said, you can't plug a computer into the wall and watch it spew cash. It is an area of "opportunity" - not an easy path to riches. Most of those who went west to dig for gold in the last century didn't find any. And most of those seeking their fortune online likewise won't find it. But it is the frontier of opportunity of our age, and we will point to many fortunes made in this arena. I personally know many people who make independent livings online, and enjoy a freedom, independence, and lifestyle that is the envy of their corporate-bound counterparts. I even know several who still HAVE their corporate careers, and find it much easier to keep them, knowing that they have a second income from a BBS larger than their corporate paycheck. If you are in a solid position to tell someone to "take this job and shove it," a funny thing happens. You often don't have to. You are there because you want to be there, and those you work with in some subtle ways deal with you more deferentially when you have "things going."

Now given that success is not automatic, and given that there ARE many thousands of bulletin boards operating at some level of profit, and a few who do very well, and that if you had operated a system for 10 years and didn't make any money at all at it, how would you feel? A little left behind? A little like you missed the boat somehow? This would be particularly accentuated if the one thing you wanted most in life was to run a BBS for profit. Look behind the venom almost anywhere you encounter it, and there's a loser in there somewhere who has lost their dreams to the rigors of life on the planet. While they draft text files containing conspiracy theories, about 8,000 "winners" will be in Tampa this August having a party. It takes all kinds.

Can a BBS devoted to Ratites be a profitable venture? I just don't know. It depends a lot on you and how you do it. I can tell you that special topic systems probably have the roughest go of it initially, and the firmest slot in the universe for those who make it. If you build a community of Ratite Ranchers who look to you as an information lens and can derive just a few success tips for their operation from your system, no amount of hardware, hard drive space, Internet connectivity, or anything else will be able to woo them away from you. In other words, AT&T can't move in and take it away from you, you own it. If they come to your system and find it mildly interesting but not valuable, you will be another barely operating backwater online. And you might do both. You might be barely operating for awhile, and in the process learn how to become a valuable resource to Ratite ranchers everywhere and grow into success.

As to Internet connectivity, it is an intense area of interest right now technically, economically, and culturally. But it is a high-

way, not a destination. You want Ratite Ranchers to be able to reach you, and you want to offer as many connectivity options as you possibly can - including fax, direct dial, paper, and smoke signal if a sufficient number of Ratite Ranchers can read them. I think you will find that a modest 28.8 kbps SLIP link for your BBS can be had for \$100 per month, if not now, then soon. A dedicated 56 kbps line can be had for \$200-\$300 per month. And the price is dropping. And the equipment and software required to make use of it is becoming easier to use and less expensive. If you can handle six or eight connections via an Internet connection and that saves you six or eight \$30 per month telephone lines, the \$200 or so for an Internet connection using a single line won't look so upside down. If these prices are NOT available in your area now, they will be soon. And Ratite Ranchers will be on the net eventually. Most important, you can connect U.S. Ratite ranchers with Australian Ratite Ranchers in an important way - without the \$30 hourly long distance fees. So I guess I would say that an Internet connection is NOT a requirement at this point, and many bulletin boards will operate without them for several years. There is no emergency going on here that you need to panic over. But you WILL want the connection soon, and you might as well start the learning curve now. Your advantage is that the longer you wait, the less expensive it is and the better the tools. The disadvantage is that someone else could establish themselves as the center of the Ratite universe in the meantime. One of those calls you have to make to be successful.

Good luck with your system, and don't let the negative-minded pencil necks get you down. They're part of the landscape, but not an important part.

Jack Rickard

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The Editor, Boardwatch

In it's May 1995 article on legal action taken by the Church of Scientology against Mr. Dennis Erlich and his Internet gateways to protect its copyrights, Boardwatch forwarded several misconceptions.

Mr. Erlich has a history of hatred towards the Church of Scientology. His desire to malign his former friends and colleagues apparently started in the early 1980s, when he supported an unsuccessful plot to topple the Church's leadership and gain control of the assets of the Church. Part of the scheme was to redistribute these assets to private individuals - and profit personally in the process. Later, he was found to be privately employed by those same people who had masterminded the plot.

Erlich was expelled from the Church ministry for his many severe departures from Church standards of ethical conduct.

Subsequently, Erlich began making his opinions about Scientology known both on and off the Internet, but no action was taken against him by the Church until Erlich turned this freedom into rampant unlawful conduct by making unauthorized postings of the Church's religious scriptures, which went way beyond the concept of "fair use" and constituted violation of copyright law. Numerous attempts were made by the Church's lawyers to persuade Erlich to cease these illegal actions, but his response was to continue making them while claiming that "no local government or court in the US has the power to tell me otherwise."

Under these circumstances, a federal judge ordered a raid on Mr. Erlich's premises and issued a Temporary Restraining Order (TRO) against Erlich prohibiting him from making such unlawful postings. That TRO is still in force and has been extended three times since originally issued. Mr. Erlich has already violated it and was obliged to apologize to the judge for having done so.

Erlich has claimed he did not violate copyrights. However, during the raid itself, he attempted to prevent those conducting the search from gaining access to the particular computer he used to make his unlawful postings. At first, he hid it, and then, when its existence was discovered part way through the search, he first lied by claiming that it was his "music computer." When he knew he was about to be exposed, he admitted that it was the computer which contained the documents covered by the judge's writ of seizure.

Erlich has all along attempted to misdirect and misinform the media about the steps the Church has taken to protect its copyrights, and so divert attention from his own unlawful actions. He has spread polemic messages about the Church and its parishioners over the Internet - a "smoke-screen" to divert attention away from his illegal activities.

Netcom On-Line Services, which provides Mr. Erlich with access to the Internet, and Mr. Tom Klemesrud, the bulletin board service operator who links Erlich with Netcom, have supported Mr. Erlich throughout this matter in apparent defiance of their own regulations, which prohibit violations of copyright law. Mr. Klemesrud even hung up the phone on a Church attorney who called him to express her concerns that Mr. Erlich was posting pages and pages of the Church's copyrighted and confidential unpublished scriptures.

In response to evidence of Erlich's infringements, Netcom has insisted that it has no responsibility for its users' postings and cannot be held accountable for them. It has even gone so far as to claim that it does not have the ability to take action to remedy violations of the law.

Those assertions, while convenient to Netcom as it struggles to manufacture a defense, simply do not comport with the facts. While Netcom refused to take action on a known infringer such as Erlich, they have often taken matters into their own hands behind closed doors. An insider reports that Netcom staff accessed and rummaged in subscriber files, without authorization, to arbitrarily delete material which they unilaterally judged to be in violation of copyright law. Moreover, Netcom also reportedly cooperated with the FBI to search client accounts in child pornography cases and even removed an entire BBS off the system in response to complaints.

Yet, in spite of Netcom's willingness to act behind the scenes to remove subscribers from the net, they have maintained a totally contrary position in court and to the public. One might legitimately ask why.

Boardwatch's article also misrepresented an incident in Finland, in which an anonymous Internet poster had stolen a document from a computer which was then posted on the Internet. Faced with this evident theft, the Church sought and obtained assistance from the Finnish police to locate the criminal involved.

Religious belief and practice is as much a freedom in this country as freedom of expression and it must be respected. Scientology is an American religion, recognized by the U.S. government, that has helped millions of people to achieve increased awareness and ability as spiritual beings. All the actions of the Church to protect its rights are taken to preserve the integrity of its religious teachings so that individuals may continue to benefit from them into the future.

The Internet brings freedom, and with that comes responsibility. It is an invaluable resource and by all means should be used for free discussion and information exchange, but not to violate the rights of others.

If individuals like Erlich are allowed to continue breaking the law, then the greater the likelihood that Internet freedoms will be abridged by additional government regulations, thus curtailing everyone's freedoms.

Leisa Goodman
Medial Relations Director
Church of Scientology International, the mother Church of the Scientology religion.

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Ms. Goodman;

I receive your letter with no small degree of mixed emotion. It provides a certain insight into this particular dispute that I find enthralling, if moderately repulsive.

I suppose the heart of the matter involves your rather wide disparagement of almost everyone as lawbreakers and criminals - almost entirely based on some alleged infringements of copyright, that I must remind our readers are entirely alleged and unproven at this point.

That said, I suppose our puzzlement is based on this question of copyright infringement. It doesn't appear to be a case of the Church of Scientology suffering some economic disadvantage by someone publishing church documents, by whatever medium. Rather, your organization seems to be attempting to suppress a leak of secret documents and silence a critic by very cynically using our copyright laws as a weapon to do so. I never heard of a Church alleging copyright in such a manner. Most churches want the widest possible dissemination of their views. Mr. Erlich was using internal church memoranda to document his accusations of malfeasance in public and I for one probably WOULD find that fair use.

You apparently seek to silence him as a critic, with much more venom than is naturally apparent, and use copyright law to enlist the aid of governments world wide in doing so.

Worse, you attempt to silence people indirectly by threatening virtually everyone providing them a public forum. I seriously doubt Netcom, as an Internet Service Provider, or Tom Klemesrud, as a BBS operator, actually HAVE a position on the Church of Scientology. But you attempted to strong arm THEM into doing your dirty work for you in silencing Erlich. When they refused you used the same tactic against them and THEY in turn became the enemy as well - and the subject of a hostile and apparently frivolous lawsuit. That they refused to participate is a mark in their favor. I agree completely with their position that they should NOT be held responsible for the activities of this or any other user and find their claims that it is impractical for them to fill such a policing policy entirely credible. I cannot

believe you even know what you are asking. The quantity of information that would have to be reviewed is entirely beyond the reach of any organization currently on the network. Whatever you think you're asserting, you are really proposing the death of online communications in any useful form.

That you did manage to get a federal judge involved to such a degree that they allowed the Church of Scientology to raid Erlich's habitation and seize his equipment is not really a supporting argument for your point of view so much as it is a thorough indictment of our judicial system.

But the best advice I can offer is for you to smarten up a little bit. Silencing critics who can reach a small local audience by intimidation and legal threats has undoubtedly been effective for you in the past. Individuals of limited resource are conventionally at some disadvantage when faced with the full attention of a multi-million dollar organization. But in the online community, it no longer works that way. You have elevated an obscure rant and raver to the status of international hero, cast the Church of Scientology as an evil organization bent on silencing critics by any means available and stopping at no extreme to do so, and you've done it in a more public forum than you apparently have experience operating in. It implies that what Erlich was saying was correct and accurate, which from my readings of his message traffic, I would have assumed to be a nearly impossible task. And worse, you've harvested hundreds of thousands of enemies to your cause who previously couldn't have cared less what you did or why, in an ever widening circle of enmity to the Church of Scientology. You seek to minimize your critics, and in doing so you amplify them beyond all proportion. Had you ignored him, I would not even know who Erlich was and neither would anyone else outside of a small circle of followers in an obscure newsgroup read by almost no one. And in implicating non-participants such as the BBS operator and the Internet Service Provider, you've left no doubt as to who the bad guy is in all of this.

In balancing the rights of any individual, against the rights of ANY organization, I would hope there will always be a strong bias in favor of the individual. And in balancing the right of your organization to secrecy, against the right of any individual's right to speak publicly, I again hope you lose rather widely. I view the copyright issue as an entirely contrived mechanism peripheral to the issues at hand.

I do find it odd that a religion based on science and technology would be so hopelessly out of touch with the nature of the online milieu.

Jack Rickard

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Mr. Rickard :

Referencing a letter in the MAY issue of your publication by one "Tom Morrow", I believe you may have established a dangerous precedent in allowing your publication to be used with vindictive and clearly malicious intent in what amounts to little more than an effort to avenge his loss of the free FIDO feed I provide to my local BBS community.

While it is true that DarkStar missed the Christmas Eve target date to have our systems on the wire, we DID have our test systems online and available for use by Team-Beta members by late January or early February.

He is also correct in his statement that "you can only get a DEMO for your long distance call". Unless you are a registered DarkStar SysOp, a demo is ALL you get. Which, ironically, is precisely what we promise in our advertising. To the best of my knowledge, NO Software Developer who advertises in your publication gives away free registered copies of their product to those who call for a demo.

These points would appear to be the ONLY points in Tommy Morrow's letter which bear any resemblance to the actual facts. I believe the following may be of interest to you AND your readers.

To understand his motivation is to understand the wrong that has been done, both to this platform AND to its development and testing team. Here's what the young Mr. Morrow DOESN'T tell you.

In reality, his letter is little more than a vindictive attempt to "get even" for something which has absolutely NOTHING to do with DarkStar. You see, Tommy Morrow was once a member of FidoNet, in fact once a member of the same Net 3823 in which I as the author of DarkStar also happen to reside. Contrary to his statements, I STILL reside here. I still run a board here. And Tommy Morrow's board is now gone, his board (a PowerBBS system) shut down in its entirety.

In addition to being the author of the platform Morrow seems so intent on slamming, I also happen to provide a free local FIDO feed to all the SysOps of Net 3823, with the EXCEPTION of one Tom Morrow. Morrow became a thorn in the side of the locals here, and a thorn in my side as well, with an unending stream of misinformation and a myriad of deceitful attempts to coup this local mail hub. As a result, his free feed was severed, and he was forced to get his FIDO from another source, one long-distance to him. He has been chastised by the local SysOps, booted from many of their boards for similar reasons. He sees this as my fault as well.

Morrow is NOT a registered Team-DarkStar Beta site, nor has he been given more than a limited glimpse of the product. Based on his behavior in the local echos and throughout the local community, Morrow effectively alienated himself from 95% of the local SysOps here. As such, he has no foundation on which to base his assessment of DarkStar, no REAL data upon which to base his conjecture... other than the fact that he's been intentionally abandoned by most of his peers.

Naturally, as the provider of local FIDO services, Morrow sees me as "The Jerk that took away his FIDO feed". The grim realities still prevail - If you can't control yourself in a manner befitting a living, breathing human being, you have no business on Net3823.

It is common knowledge to all on Team Beta that there are no less than five systems online currently testing the 1.02a release of the DarkStar Host. Further, there are over 500 active Team-Beta participants dialing into those test boards as we continue to iron out the remaining problems prior to our public debut. Each of these 500 Team-Beta participants has a limited-run version of the host at his/her site, and continues to work with the configuration tools and terminal.

I have little doubt you will be hearing from a good many of them over the weeks and months which follow, in response to Tommy Morrow's most recent dissemination of intentional misinformation.

Inasmuch as an official release date is concerned, my answer remains "When it's RIGHT". I will not compromise two years of work by rushing a product to market prematurely, especially based on the demands of the likes of Tommy Morrow.

I still reside here, in fact do all my development work here, in the same small town of 35,000 in which I have lived since 1981. I DO have marketing and technical support teams in Houston, but I remain here where I can raise my 6-year-old daughter far from the dangers inherent to larger metro areas.

Morrow, too, resides locally. Yet he apparently has neither the spine or intestinal fortitude to confront his problems head-on or admit to himself that the blame for his loss of free FIDO rests squarely on his own shoulders. Neither has he attempted to come over here in the past year and a half (as all the other local SysOps do on a weekly and sometimes DAILY basis) to see for himself the current state of the system.

As you can see, Mr. Rickard, you have been USED by a small-time local SysOp with small motives, intent on nothing more than "getting even" for the state of his FIDO problems - problems normal people who don't happen to live near a free FIDO feed have always had. Funny how people begin to take favors (like a free FIDO feed) for granted, isn't it? His sense of entitlement never ceases to amaze me.

Your "Letters to the Editor" forum has always been above-board and top-notch. In THIS case, however, it has been misused and abused with clearly vindictive and malicious intent. My sincerest apologies that one of our local sysops from this area has managed to so easily embarrass both you AND I with his vile and destructive efforts.

Sincerely,
J. Thomas Hunter
Author, DarkStar MultiMedia BBS

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Mr Hunter:

I feel neither embarrassed nor used, so no apology is necessary. We heard from a reader, and now we've heard from another one. Thanks for providing additional information about this apparently local dispute. And good luck with the launch of DarkStar MultiMedia BBS.

Jack Rickard

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Greetings, Jack:

Aside from all the perfunctory congratulations and kudos for putting out the *definitive* magazine covering BBSs and the BBS-Internet convergence which we all can take as rote by now, we at Traders' Connection (TCO) would like to express our sincerest appreciation for Brian Gallagher's coverage of TCO in the 'Direct Dial' department of April's 'Boardwatch'.

However, there were some minor inaccuracies in Brian's article which we'd like to clear up.

Probably in no small part due to the article in 'Boardwatch', our userbase continues to explode. TCO now offers more than 130 incoming nodes to service our callers. It is our policy that no individual caller receives a busy signal more than once before we add lines to cover the demand.

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Regarding the classifieds, our searching supports AND, OR, as well as NOT boolean operators. Users may mix or match these operators to best fit their search. The user may choose individual classifications within publications, or may search entire groups of publications for their interests.

It was mentioned that the 'cover price' or purchase price for publications was not covered by the low subscription fee. In fact, NO SUBSCRIPTION TO TCON IS NECESSARY. The prices quoted, ranging from \$0.99 to \$1.25 per issue, are the only charges one must incur in browsing classified ad information, depending on the publication. Furthermore, that price entitles the user to browse that particular publication up to an entire week without further charge for that publication. Very much similar to purchasing an issue off a newsstand, once one has purchased a publication for that issue, it is not necessary to purchase it again until the next issue becomes available. TCON does offer longer-term subscriptions (up to one year) for publications, with 20% discounts for that purchase.

No doubt, the subscription price referred to in the article was for TCON's BBS and/or full Internet services. Each of those services do require a subscription at the low rate of \$4.95/mo. for BBS Services and \$3.95/mo. for full Internet access. Neither service has any time, byte or ratio limits. Again, TCON offers annual subscriptions which save the user approximately 20% off the monthly subscription price. Neither a BBS nor Internet subscription is necessary to view the classified ads on-line.

The six gigabytes of files cited in the article are more accurately over 10 gigabytes and are dispersed throughout the BBS. The files are available for a variety of computer platforms, from IBM to Mac, Amiga, Commodore, and even CP/M machines. Shareware Testing Laboratories (STL) is a leading commercial shareware distributor which also makes its high-quality file library available on-line via TCON.

TCON employs 15 people full-time, from programmers (remember, we write all our own software) to technical support, customer service, sales/marketing and administration. There is currently only one 'Master Sysop' employed by TCON. Our Special Interest Groups (SIGs) are Sysop'd by a wide array of volunteers from our userbase and are selected for their expertise and interests.

TCON has been offering users the option to view photos associated with the classified ads on-line since November, 1994. To date, TCON has fully searchable database amounting to thousands of individual ads and photos available on-line. We are confident in saying we have the world's largest on-line database of not only classified ads but photos as well.

Because of user demand, TCON launched FULL INTERNET ACCESS on March 15th. We offer the full range of Internet services: ftp, telnet, Web, gopher,archie, WAIS, finger, IRC, etc. Some of the more unique features available on TCON include direct ZMODEM transfer to/from telnettable BBSs, ZGET/ZMGET to transfer files from ftp sites directly to your PC without having to move them to local holding area first. Our Internet access is competitively priced at \$3.95 per month with no time or byte limits.

For further information, please contact: Traders' Connection, Inc.
P.O. Box 11499
Indianapolis, IN 46201-0499
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+1 800 386 8266 [modem] 1 317 359 5199

telnet trader.com

e-mail info@trader.com

Thanks in advance for your consideration and cooperation, Jack. We look forward to seeing you at ONEBBSCON in Tampa this year!

Carson M. Hanrahan
Master Sysop, Traders' Connection
sysop@trader.com

◆◆◆

Carson:

Your "correction" was longer than our original article, and didn't correct very much. But it's interesting anyway, and we're going to publish it. I found Trader's Connection fascinating and you deserve the attention.

Jack Rickard

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CARPET SHAMPOOING ON AOL

Hello respected Sir!

While I fully realize this is leaving me open to scorn and ridicule, I feel I must defend AOL to some degree (not that they need me to do their sparring for them).

Some of us in Stickville, USA are fairly limited as to Internet Access sites. I have exactly 0 choices. The closest is over an hour's drive from me. Of course, there are local BBS's, who, while excellent in every way as a BBS, must charge per letter to send e-mail through their 'Internet Access'. And most of the people I care to correspond with this way are available by FidoNet, which costs me nothing extra.

Therefore, I examined and inspected nearly every commercial Internet provider I could find listed anywhere. Nearly all of them charged me a monthly fee, an hourly fee, a fee to use the Telnet/Tymnet/Sprintnet access number, a fee to use my high-speed modem AND a fee on top of all that to call during their 'prime time' hours. At one particular service, I would have been paying over \$20.00 an hour! Ridiculous! I am not made of money.

So I chose AOL as my best option for Internet Access, and found a great deal more to interest me. Although the business representatives of AOL may be stuffy, holier-than-thou snobs with no idea of their real place in the scheme of life, their service does give people like me with no where else to go a place to learn and explore the Internet at a reasonable rate. And besides, if I ever need to learn carpet shampooing, I have someone to ask! I'm sure one of those guys can direct me to the club or SIG that can teach me.

Laura Hamrick
whiteshrd@aol.com

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Laura:

And that is precisely what this is about - finding the service that meets your needs the best at the least cost. If you've found one that fills the bill for you, I'm cheering you on. Obviously AOL has had some notable success in providing a useful service at a price that several million people found attractive. I personally don't like the service, and find much of their pontification about the online world offensive.

But this is one of the great "wins" in the online community here in the U.S. I think you might find you do indeed have more

choices, and I look for those choices to increase, not decrease, in the months ahead. In many countries, there is ONE gateway to the online community. And at several points in the development of this community over the past fifteen years, we've had serious attempts to corral the market and reduce the options to a handful.

Fortunately, it has developed into an open system with thousands of bulletin boards, commercial online services, Internet Service Providers, etc., offering an incredibly rich array of services to choose from. You can be comfortably esconced on AOL, I can be on my own BBS, and a third party can be proudly pounding away on a UNIX command line somewhere, and we can all send each other electronic mail, argue vengefully in a USENET Newsgroup, and just generally have a great time.

It has not always been so. And it never did HAVE to be so - this was not at all an inevitable evolution. But it is so now and I'm very pleased with the outcome. In fact, this range of online choices, and their ultimate functional interaction, constitute a miracle of our age in my mind. And that you find AOL to be "just right" for you poses me no problems at all. If asked, I hardly agree with your choice, but I'm genuinely tickled nearly to a heart attack that you got to make it.

Jack Rickard

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Dear Jack:

I wrote a three quarter page disclaimer about who I am and how I am 100% behind Lance Rose and the concern about CoS, but I selected and deleted it to start with the brass tacks.

There is one area in which we cannot say that pornography on the net is "just like" conventional versions. A printed edition of say, Linda Lovelace's Lingerie, is written by a writer dispassionately and for money. The author knows the market.

The idea came to me on AOL's "Lobbies", especially since AOL reached the touted 2 million mark, that now the net gives that "market" an outlet to express itself. This is new.

I'm talking about levels of consciousness now--stay with me, this ain't easy. There's the exhibitionist who exposes himself on the street. That's one level.

Then there is the guy (and it's usually a guy) who tells a dirty story in mixed company, the punch line of which entails the mental visualization of private parts. That is level two of exhibitionism. This is the area I am talking about.

In the security of the anonymity of the screen, profiles or not, and working from the solitude of their keyboard, these creeps now impact us all.

I learned all the dirty words in existence by the time I was eight, spent most of my life on construction sites, and the f-word doesn't bother me. But having the curtain crudely raised on the inner workings of these minds is like witnessing an autopsy. If I can see this, pretty soon the enemy will catch on, and censorship will be upon us with the proverbial vengeance.

Yours very truly,

Morgan C. Larkin
MorganL@aol.com

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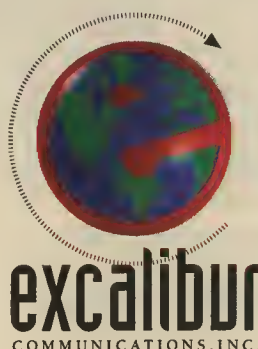
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Morgan:

My response would be that it is up to us to be upon the censorship with proverbial vengeance in that case. I almost never win on this debate. Among the Computers Freedom and Privacy crowd, almost none of which operate a BBS or any form of online service, the call is for total freedom of expression on any system anywhere. From the government and politically correct crowd, everything should be regulated. I'm pretty much on the wrong side no matter who I talk to.

The First Amendment guarantees of free speech guarantee that the GOVERNMENT can't regulate what speech is appropriate and what is not. There is no given right to be able to say anything you like wherever you like - only that you can do so without stricture from a specially empowered entity, our government. But the operators of AOL can determine whatever codes of behavior they allow locally on their own service. This is why it is important to have a wide variety of online services to choose from.

I prefer forums with few restrictions and the maximum allowable freedom of expression. But this is almost impossible to reconcile with Rickard's Maxim of Online Services - "There's a Jackass at Every Trough." And they spew into the waters rather poisoning them for the rest of us. One single minded individual with an overactive keyboard can totally devastate ANY online conversation, large or small, within a couple of weeks. It has happened everywhere: USENET, Fidonet, QWK nets, and on everything from Prodigy to the smallest single line BBS. It is endemic to the online milieu. And those who fail to recognize this reality simply haven't spent enough time online to be able to comment valuably.

So the model HAS been that individual operators were allowed to set the tone of the particular conversations on their systems, and if their level of censorship/control made you uncomfortable, you could choose a more OPEN system, or alternatively, a more controlled one, as your tastes dictate. In this diverse selection, we could all drink from as pure a trough, or as filthy a trough, as we were comfortable with. As an aside, this seems to create ghettos that in some cases are entirely manned by Jackasses, as they are the only places they can congregate. Rather poetic, if unpleasant to visit.

This isn't a perfect solution to the problems of balancing individual rights of expression with the rights of the other participants online, but it isn't all bad. It roughly works.

But this is currently under attack, as almost everything is these days, in our judicial system. Judge Stuart Ainsworth of the Supreme Court of New York has just issued a partial summary judgement noting that Prodigy, by exercising some control over a public forum (MONEY TALKS) can be held potentially liable for the statements made by a user with regards to the initial public offering of stock for Solomon-Page Ltd. Because Prodigy exercises some control over comments, they have been ruled to be a publisher. In recent years, they've exercised very little control actually. They have some obscenity filters and in the case of Money Talks, it is moderated by Charles Epstein, a sysop who has only a contractual relationship with Prodigy. Nonetheless, as a publisher, they can be sued over the comments of an unknown user.

Basically Prodigy's position that it can filter obscenity and create a "family service" suitable for all family members is being used specifi-

cally to classify them as a publisher responsible for the veracity of all comments made by anyone on the service. This is a laughable position, and you wouldn't think any adult capable of wearing clothes would hold it, but again, the ability of our judiciary to spin gold from straw is beyond exaggeration.

The likely outcome is that our judicial system will extend the First Amendment limitations that apply to GOVERNMENT, to operators of online services. And if they exercise any control over any forum, they will be held a publisher and legally liable for all statements of anyone on the service.

The result is incredibly alarming. You can either run a public forum with NO restrictions whatsoever, or you can be legally vulnerable based on the comments of users whose existence you can barely verify. In fact, it could be quite common for callers to intentionally make comments to endanger services or even conspire with plaintiffs to create a case. In any event, the most likely outcome is that we'll all face either a review of each message by attorneys before it is posted (unlikely) or we all get to drink from the same dirty trough (more likely). And the creeps you bemoan will have the day.

Naturally enough, there are a few gentlemen of legislature ever willing to step forward and decree what can and can't be said by way of governmental censorship - laws precluding obscenity and the f-word you so fear.

The net effect is that individual operators, who should be free to develop and control whatever type of service they like, will be precluded from doing so. And the government, which should be barred from even commenting on what should constitute appropriate speech, will be the only entity enabled to do so.

The online medium has attracted attention it cannot survive without being turned into the same surreal Alice In Wonderland chaos enjoyed by all venues likewise available to the able ministrations of barristers across our land.

Jack Rickard

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Jack,

Been reading Boardwatch for over 2 years now - excellent rag. I have a few questions however - maybe you can answer them. First of all - when are we sysops going to see Boardwatch in an online format that we can display for our users? :) A few other "major" pubs have this at a little more than the normal subscription rate. Just a thought.

Now the real reason I called. I'm a sysop of a BBS - have been for about 2 years now. The BBS is fairly popular, and I have access to most of the local mail nets, etc. My question to you is this - Where do I go from here? I'd like to provide at least marginal internet access at no cost - or low cost to my users. Problem is is that there are TOO MANY advertisements and they either cost too much or have no idea what it is I'm talking about. (For instance, when I talked to my phone company rep., you should have seen her face! You want to know if we provide what? ISD-WHAT?) :) So a clue given to this poor soul would be great. I live in a rural area also, which doesn't seem to help my cause any.

Keep up the great work! l8r!

Kevin Salisbury
Sysop of The Real World BBS
203.546.6591

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Kevin:

A couple of items. First, what other "major" publication is distributed over electronic bulletin boards? Boardwatch has been online since January 1988, and it wasn't two months after that that we agreed to allow other bulletin boards to carry Boardwatch online at an annual license fee of \$250. We still have a couple of hundred systems that do. So by my count we have been online for a little over eight years. We were certainly the first, and I don't see an actual stampede of similar publications to do so even yet.

We're also available in full text on our World Wide Web site at <http://www.boardwatch.com>.

Yes, Internet connectivity is the next thing you face. Rural area doesn't help your cause any? Actually it does. Strongly. MCI, IBM, CompuServe, Prodigy, AT&T, Sprint, Pacific Bell, PSI, UUNET, and dozens of others are all fighting to be the Internet service provider. But if we wait for them to bring Internet to the hinterlands, it will be about the year 3000 before rural areas get online. BBS operators as rural Internet Service Providers makes a lot of sense. Bring a leased line into your area and start offering it.

Jack Rickard

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CONGRESS

Dear Rickard,

In the last few issues some of your writers have been writing articles about the new bills on the floor of the United States Legislature. These bills affect not only the on-line community but the whole citizenry of the United States. The only way we can defeat this legislation is to hold our elected officials accountable.

One of the lines that our elected officials take is "to protect and uphold the Constitution of the United States of America." By systematically disarming our rights that are protected under the bill of rights. By actually filing bills like S.456, HR 4922, HR 666, S 314 bring us closer and closer to living in Tyranny. (Boardwatch, April 1995). Tyranny that our forefathers fought and died for to be free from. Are we heading back to where we started from? Only now being oppressed by people we elected to govern us?

Right now the only way we can try and get these bills retracted is to write our "representatives" in Washington and let them know that we still enjoy our freedom. That this is still "A government of the people, by the people and FOR the people."

Sincerely,
Brian M. Vickery
Bvickery@lakers.lssu.edu
Fish & Wildlife Management
Lake Superior State University
Sault St. Marie, MI

PS: i have already sent a similar letter to one of my local hometown papers "The Boston Globe"

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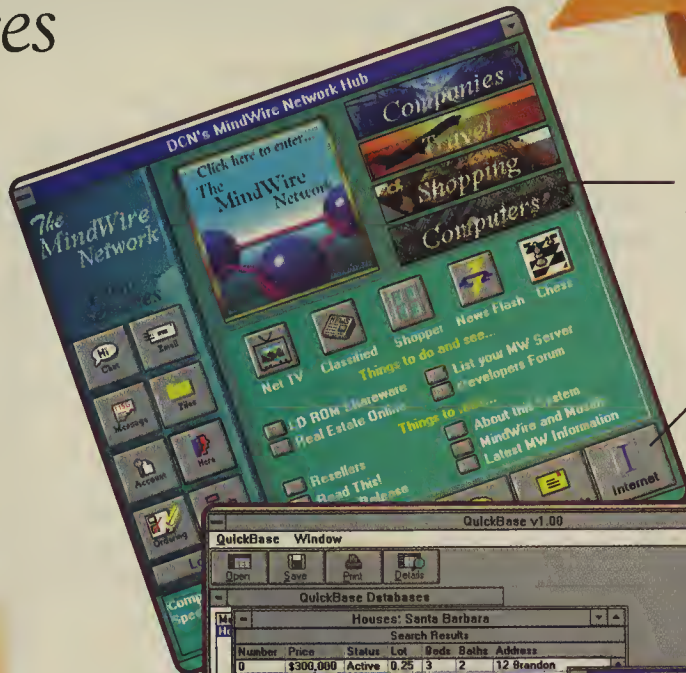
Brian:

Your perception of a move away from our Constitution and toward a more jackbooted government is shared by many. In the aftermath of the Oklahoma City bombing, CNN commissioned a survey asking Americans if

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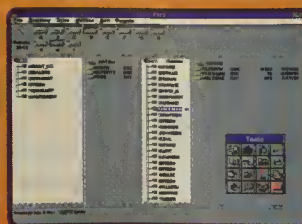
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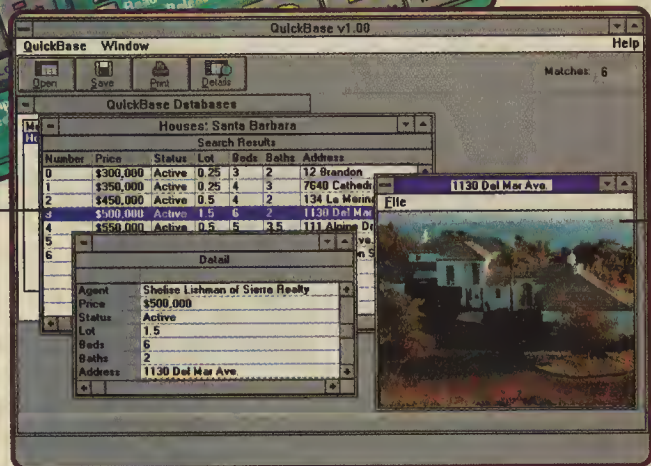


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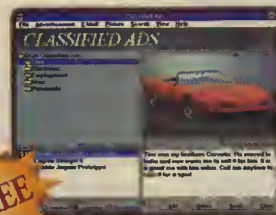


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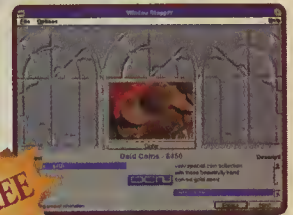
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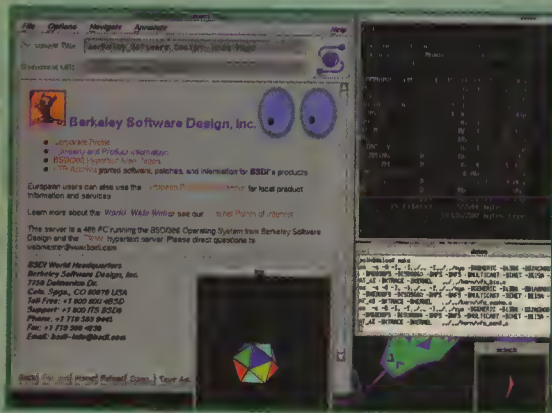
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BBN Internet Server (BSDI Internet Server plus hardware)	7.6
BSDI Internet Server	7.0
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SlackWare Professional	5.9
SCO Global Access	3.5

This product includes software developed by the University of California, Berkeley and its contributors.

they felt the U.S. Government posed a threat to their freedoms. They were so surprised to learn that over half the citizens surveyed DID feel threatened, they did the only thing they could - reworded the survey and ran it again hoping for a different outcome. But the outcome was the same.

Unfortunately, our "elected representatives" are developing ever more effective means of dealing with "letters from constituents." I really don't think this IS as effective as we are assured that it is.

This should all lead to a doom and gloom view of our democracy, and increasing support for activities such as the Oklahoma City bombing. But I actually take some heart that the design of our system is such that it is self-correcting over time. The election last November in many ways was a bloodless revolution showing off one of the penultimate strengths of our system. We can wipe it all out and start over without ever losing much in the way of continuity. A new House, a new Senate, and perhaps a new President, and it's all different again.

I think the increasing level of activity of government in mauling citizens is a thing that cannot be kept secret. And as public awareness of it grows, so will the response. The pendulum tends to move slowly, and that in itself may be a strength.

I found it interesting that in the aftermath of the Oklahoma City bombing, the National Rifle Association came under fire over their position on it. A month later, I learn that they are the subject of a very unusual audit by the Internal Revenue Service whereby they must provide office space to IRS personnel for an audit scheduled to last two to three years.

That should chill down the NRA a bit. But it only superficially addresses the problem. There are a lot of Americans who feel they are personally in a hostile situation vis a vis their own government. The outcome of that is a historical constant. Time is the variable.

Jack Rickard

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THE BBS HALL OF SHAME

Dear Jack,

I have been a subscriber to Boardwatch Magazine for several months and have thoroughly enjoyed the diversity of the columns and articles.

I am sure you will agree that you are always exploring ways to better serve your readers. Since you are a Board WATCH magazine, I would like to see a column devoted to the BBS' we should WATCH OUT for! My personal experience has been that the vast majority of BBS' are set up for the enjoyment and benefit of the users. In most cases, a BBS is a labor of love for the SYSOP as well as a drain on their bank account! Every once in a while your readers, like myself, come across a BBS that is less than honest.

The first BBS I would like to nominate to the BBS Hall of Shame is LACE'S PLACE BBS in New York City. After sending in a considerable amount of money for credits, the SYSOP chose to lock me out because she did not like ONE letter I sent to another user. The letter was NOT obscene, nor was it derogatory towards the person I was in communication with. In fact it was a joke ABOUT the sysop (who obviously reads ALL personal mail!). So not only have I been

deprived of a service I paid for, I doubt if I will ever see a penny of my money returned. I am sure that other users would appreciate hearing about the boards to stay away from. There are so many to choose from that we don't want to waste our time (and money!) on less than scrupulous BBS'. I hope to see the BBS Hall of Shame opening soon!

Thanks!

Jay in NYC
Jd109@columbia.edu

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Jay:

That there are such bulletin boards is undeniable. But they tend to eliminate themselves quite without our assistance. Our readers want to know where the bargains and interesting sites online are - not where to find the losers.

I have no knowledge of LACE'S PLACE. But if it is as you say, they will be eliminated in the marketplace, and callers such as yourself will vote with cash for other systems.

Jack Rickard

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Hi Jack,

Shahbash! (that Congrats in Hindi) Whatever you have done since the New Year works - don't change it. I have been getting my copy of Boardwatch within the first 2 weeks. That's a mighty change. One of your issues took a whole 3 months to get here but it made it and the wait was well worth it. Believe me. I find Boardwatch the single most comprehensive magazine on connectivity amongst the many that I get and I read it cover-to-cover (yes Advts included). New Year has been even better for us since "Live Wire! BBS" just turned into a 10 line BBS and are currently running 14 lines with plans to add 6 more lines shortly. This makes us one of the largest BBSes in Asia and we are might proud of it.

We were the first BBS and FidoNet node in the Indian subcontinent and despite all the odds like starting out on a single shared line and waiting many years (one of my phone lines took 7 years to arrive but now takes 7 weeks!) for our dedicated phone lines to arrive, we have made it, and made it big. Today we are operating on Wildcat 4MP and have a mix of 28.8K to 14.4K modems of various brands. If any of your readers would like to call long distance dial (91-22)-5777700 [14 lines] or call voice (91-22)-5771111 [3 lines]. We also have affiliate BBSes in other Indian cities - Ahmedabad, Calcutta, Madras, Pune, and shortly in Baroda. In the mail that follows, I am sending you a listing with a brief write up about all the Indian BBSes. If you find it useful, you may print it in the coming issues of Boardwatch. We do get callers from around the world largely thanks to FidoNet.

You might not know this Jack, but a significant amount of credit for what we are today goes to you. Having attended the ONE BBSCON '93 (and my brother & Co-SysOp the ONE BBSCON'94) we have gained a lot and we share this with our over 1,000 user base. We travelled half way around the world and we plan to do it again this year. Incidentally Aug 16, also happens to my birthday - so its a special day in more than one way :-). To learn so much in so little time and rub shoulders with the architects of the online community is a very dear feeling - we won't miss it for anything.

The BBS community here in India is still pretty nascent. We have about 20 odd public BBSes (almost all on FidoNet) and a nearly equal number of private BBSes but the numbers are rapidly swelling. The only spoke in the wheel is the DoT (Dept of Telecommunications). A looming threat on all SysOps is a proposed mandatory annual licence fee of - hold your breathe - Rs. 15,00,000 (USD 50,000). The SysOp and user community has been fighting this and I'm happy to say, we have gained considerable ground. Internet is still a dream. Only two government organizations (ERNET and NIC-NET) have Internet access and one needs to be part of educational or research facility to get access to their network. Both have just one 64K each out of India and that's a serious bottleneck for a country our size. Fortunately, the scenario is rapidly changing. A considerable interest is generated and we should see at least one big ISP in the coming 3 months.

Keep up the good work Jack. If I may add just one suggestion - lets "internationalize" it a bit more. Geographical boundaries have little meaning in cyberspace.

Warm regards,

Suchit Nanda
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Powai Lake
Bombay 400076, INDIA.

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Mr. Nanda:

Very pleased to learn you are up and running well in Bombay, and further that you found our efforts at ONE BBSCON to be of value. The \$50,000 license fee concept is cropping up in countries around the world, unfortunately, as the larger fish try to regulate/license away the competition from the smaller systems. It flies in the face of the grass roots nature of this technology. In the long run, it is a predictably futile effort. But in an immediate sense, it can be alarming and distressing. If there is anything we can do to assist, please let us know.

As to Internet services, I received a message from Rishab Aiyer Ghosh (rishab@dm.ernet.in), editor of Electric Dreams, that India's public sector Videsh Sanchar Nigam Ltd (VSNL) which holds a monopoly over all international communications is planning to offer full Internet connectivity on a commercial basis in June. Their rates range from \$16 per annum for dial-up access for "students" to \$10,000 per annum for 128kbps 24-hour connectivity to other commercial Internet service providers. This sounds like it would expand Internet connectivity beyond ERNET and NICNET. A \$10,000 annual connection for a 128 kbps link for your BBS is pricey, but not entirely out of line even here and certainly in that part of the world may be considered a bargain. Apparently there is some issue that with the VSNL link, you may STILL have to have the DoT permission to offer Internet services. Remember, bureaucracy is its own reward - it doesn't have to make sense.

He also notes that VSNL's relatively low rates for Internet access, which are probably

subsidized by high profits from other services such as international voice communications, may result in a sudden rush to get wired among India's Internet-aware population. Although VSNL plans to start small, offering connectivity in only Bombay and Delhi to begin with, they might be overwhelmed by the response. The company has no prior experience with the Internet, and the X.25 gateway and X.400 e-mail they currently provide are not known for excellent quality of service.

To subscribe to Mr. Ghosh's *Electric Dreams* newsletter, send e-mail to rishab@arbor.net with **help** as the subject.

See you this August in Tampa.

Jack Rickard

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APRIL 95 AND NT

Jack,

The April issue is great! When we get our NT machine connected to the I-net, (the contract with Ameritech is signed!), I plan to post a thank you to Jack Rickard and BoardWatch magazine on our BBS, (the Web page too, when and if). You've removed a lot of stress from the shoulders of two volunteers. Keep your fingers crossed for us and Thanks again!

Gary Binkley
Gary.Binkley@ngmtsys.com
Sysop: Lakeville BBS
810-793-1276

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Gary:

We're increasingly finding NT provides an excellent platform for Internet connectivity. Pleased you made the trip.

Jack Rickard

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THIS GREAT MAG OF YOURS

First of all, I want to tell you how I came into contact with your mag. My boyfriend is a budding sysop and there are copies all around the apartment. But, instead of throwing them in the pile of "his stuff to be put away" I sometimes end up reading them. I must confess that I usually read the Editor's Notes and Letters to the Editor only. Some of the articles use vocabulary that I, as a relatively illiterate computer user, find somewhat daunting, even threatening.

Here comes the compliment. I really enjoyed "An ISDN Installation In Illinois-Nothing To It" by Chris Bab (March, 1995). Not only was it entertainingly (is that a word?) written but it explained, in layman's terms and without being condescending to us know-it-nots, what the heck ISDN is exactly!

You see, Jack, I like to be able to chat intelligently with my boyfriend about things that interest him, like computers. But I can't help getting that "glossy" look when he jumps into stuff like ISDN (not anymore, though!), www, archie, tcp/ip, etc. blah, blah, blah. So, I wanted to let you know that I really appreciate articles like Chris' that don't assume knowledge of a foreign language.

So, I thank you for this by taking out a gift subscription for my boyfriend...of course, I'll keep reading the Editor's Notes and Letters, and who knows, if the "down-to-earth" arti-

cles keep popping in, maybe I will be able to read the whole thing someday!

A computer literate wannabe.
Feline Friend.
afterhrs@inforamp.net

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Ms. Friend:

Boardwatch is a technical magazine by design. By definition that must imply a fairly narrow and specific readership of power users and early adopters. But clarity is a virtue in any publication. We'll try to make it as simple as possible, and no simpler. But your letter, in concert with numerous comments we receive regularly, has influenced us to devote a few pages to a glossary of terms.

Jack Rickard

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INTERNET QUESTIONS

Dear Jack,

Thank you for a wonderful magazine. It has helped me to access the internet, and I have learned a lot, especially from Dr. Bob's column.

However, I still have a few questions: I live in a small community over 100 miles from Phoenix, Arizona, where the nearest Internet Provider can be reached. If I bought the hardware for a BBS of my own and software for an Internet connection, could I just set it up myself and connect it to the phone lines, or would I still have to pay the long-distance charges to Phoenix in order to have internet access?

It seems to me that when I send eMail to a genealogy correspondent in Switzerland, someone, somewhere must have to pay for the connection between the U.S. and Europe. However, when I use the WWW, the delay between here and the Louvre is not much more than the delay from here to the Smithsonian. I don't even have to wait long enough for the dialing of the telephone. Are these providers on-line all of the time? Do they have a permanent open phone line linking them? When I use the WWW and I access a web page in Tucson, then click on a button that sends me to a page in Washington, D.C, there I click and get sent to Oregon, and then get sent to Karlsruhe, Germany, is that the actual route of my connection to Germany, or does the connection get automatically switched around to give me a more direct phone connection to whatever page I am accessing at the moment?

I am sorry if the questions seem elementary, but it seems that you talk about either 1) the problems of setting up a BBS, 2) the problems Internet providers have in dealing with each other, or 3) the places a person can access. You don't seem to connect all three together and show the big picture and some of the dynamics of how everything works together.

Again, thank you for your magazine, and thank you for reading my letter.

Don Spidell
d.spidell@genie.geis.com

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Don:

Fair enough. I made an attempt at explaining the Internet in broad strokes in our

June editorial, but in response to your specific questions:

1. You can become an Internet Service Provider. Basically you buy a "port" on the backbone of an existing Internet Service Provider - such as Sprint for example. You also must lease a dedicated line from your location 100 miles into the hinterlands of Arizona to their nearest point-of-presence. These lines are typically mileage based.

Once connected, you have a continuous presence "on" the Internet. You can then offer services in your local area. This element of rural access, increasingly provided by small operators such as yourself, is actually pretty viable.

When you "connect" to a page in Washington D.C., you are actually sending addressed packets into a vast network that "routes" the packets to the site in Washington. If you click on a reference to a site in Switzerland, your packets are addressed differently and are consequently "routed" to the site in Switzerland. Washington D.C. is not involved in any way afterwards.

This structure is usually depicted as a "cloud." Your packets may transit any geographic location on the way, or several different ones. In fact, they may be received entirely out of order. The cloud in the United States is connected by transatlantic cable and satellite to those in Europe and thus to Switzerland. In fact, the connections of TCP/IP are by design NOT dependent on the actual transmission medium.

Increasingly, the perceived latency or delay in a specific site is a function of the very local link of that site to the Internet, and the hardware it runs on. If a site catches the eye of the public, it can be swamped overnight and give the impression that the Internet is somehow "broken." It's not any more than the highway to a three register McDonald's is broken if 200 people show up at the same time wanting hamburgers.

Jack Rickard

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NOTES FROM ST. PETERSBURG

Jack,

This is from your old friend in St.Pete, Russia.

I'm writing this in an old Boeing 737, returning me from my almost three weeks long business trip to your country. From New York, NY up to Boston, MA and Dover, NH I went and then took the train down to Ewing, NJ and then flew to Gainesville, FL. Quite a trip for three weeks, isn't it?

It was my second trip to your country. The first one was in 1990. Back then, a few people I met planted seeds of my current telecommunications curiosity, but at that time CompuServe access was a luxury and Internet was purely academic, and BBS were hobbyists. (And there was one or two BBS in my country Russia and only academics from Moscow had tiny connection with Internet, available only for a few people and heavily controlled and we still had stable money and iron curtain just went down <g>)

Boy, what a difference in 1995!

First - wherever I went, it took me 10 minutes to get the local CompuServe access phone number and I was on email fix (yes, I became an information junkie ;-)) all the

time. My family back home was extremely happy. I kept them abreast of what's new in every department store in the neighborhood <g>!

Second - EVERY household I went to had at least one computer, and all of them were either on Internet or other services.

Third - out of the four businesses I attended, two had WWW page and one even was close to establishing his own POP (of course it is Gordon Cook, your columnist and author of 'The Cook Report on Internet', who runs T1 line to his business and has WWW page and soon will have POP)!

And one guy was even running electronic newspaper (Dave Carlson from the University of Florida with his 'SunOne')!

Fourth - during my homestays in different cities, I managed to play around with almost all major providers in US telecommunications - I surfed the Net with Netcom, looked at AOL, read my mail daily through CompuServe and logged in to Prodigy and Delphi! What a variety of services and what a choice for a customer! And available any time, any place!

OK, let's look what awaits me in my dear St. Petersburg in this area?

First - we do have all major carriers - Sprint and Tymnet local access numbers now. So, the ones who used to use them in States can just change phone number in their laptop and here we go <g> (it will be very disappointing, though, to look at one's bill afterwards! Over here, in Russia these services are VERY expensive...)

Second - there is at least 5 Internet POPs in my city and they are almost as cheap as what you guys have over here in the States. Several of them even dare to charge a flat rate of \$30/mo and give discounts for the night time use (some disappointment here: my bill is usually up to \$150/mo, but I practically 'live' on the Net now - doing offshore programming with several US guys).

Third - we DO have online Internet access now and one can surf the Net from home. (But, boy, is it slow! Even at 14400 it looks much slower than what I experienced Netscaping from my friend's home at 9600).

And fourth - thanks to the Net, we can use all commercial networks who have telnet access. I telnet at 9600 bps to my CompuServe account and use it for hours daily, same for my Delphi account and Netcom account of my friend!

As one can see, we are still way behind in terms of variety of services and prices. But - and this is important - one can survive now even with limited access one may have in St. Pete and still use one's favorite services!

And with the amount of WWW sites around the World and online libraries and bookstores and even florists - life becomes bearable in St. Petersburg folks! Do come and see!

My plane will hopefully land soon and I may have my head spinning with customs and passport control so I'd better close. Just wanted to add, that thanks to the Net and magazines like Boardwatch the world becomes much smaller, making all of us closer, and isn't it great!

Sincerely,
Arcady Khotin

St.Petersburg, Russia

Internet: agkh@arcadia.spb.su
CIS: 75021,3120
Delphi: AKHOTIN

Arcady:

Thanks for the update from St. Petersburg. We would love some specifics such as contact information for the POP's in St. Pete.

Jack Rickard

YOUR ARTICLE ON TIME

Jack Rickard,

I greatly enjoyed your article "Time After Time - Over The Net."

You and your readers may be interested in the Air System Technologies BBS, which is the largest archive of time-related software that I'm aware of. It's at **214-869-2780**.

Also, you're invited to browse my pages "Clocks & Time" (see signature), which are the most extensive that I'm aware of on these topics. They include a full illustrated copy of NIST SP432 "NIST Time and Frequency Services."

Finally, you might browse the USNO Time Directorate at <http://tycho.usno.navy.mil/time.html>. The USNO pages also link, I believe, into the recently extended NIST pages.

If you make your article available on the Web I would very much like to link to it. I could also convert it to HTML (and include it in my pages, if you wish) should this be helpful.

Best wishes,

Gordon T. Uber
3790 El Camino Real, Suite 142
Palo Alto, CA 94306-3314
email: guber@ix.netcom.com
Clocks & Time: <http://glen.ellyn.iit.edu/~clocks/clocks/clocks.html>

Gordon:

I did an article on the topic of time and how to set your PC clock online in 1985 and submitted it to Byte Magazine. They declined it. It was eventually published in Stan Viet's Computer Shopper. But the experience was a contributing element in the birth of Boardwatch. We do something on it on an annual basis. I'm fascinated with time and time measurement. Very pleased to have a citation to your World Wide Web page to add to our list of resources on this topic. We do have the full text of the article on our web site at <http://www.boardwatch.com>.

Jack Rickard

NYC BBS LIST

Hello there Jack.

I've been reading your pages for a few years now, and next to Wired, I view it as the best reading for sysops and online afficianadoes alike. Well done.

I write to you in regards to a facet your magazine chiseled early on, and in fact is probably one of the reasons you jeweled this gem in the first place; BBS lists, and BBS Listkeepers.

However, a few months I realized there were no declared List Keepers for the NYC area. Pretty shocking. Not to toot our horn, but New York is a fairly significant city, at the very least a well known one, and should have it's own List Keeper. I looked back through my library of BoardWatches, and didn't find any boards that claimed this responsibility.

Well, we rose to the challenge.

We grabbed lists from every conceivable source, compiled, edited and sorted, and in a verifying frenzy, called up around 600 boards in one weekend. Not too surprisingly, most of the numbers weren't in BBS service anymore. Some numbers were disconnected, some just rang. Occasionally, when the phone was picked up by a human being, I would jump to the phone and speak to it. One fellow actually said he did run the so-and-so BBS, but that was over three years ago! A clean verified list is definitely in order.

So we have close to 200 numbers right now. I am going to spend another weekend going over the numbers-that-just-rang to see if perhaps those board were just down at the moment we called. Details pending.

However, in the mean time we have a serviceable list, available for viewing online. Please let your readers know to call Tree Branch Online Service at 718.739.5845 and go to the Database Menu. By the time this letter sees print (if it ever does) our board will have moved into the Manhattan 212 area code, but will still support the 718 number till the end of the year, and possibly beyond.

We are also providing the list by Fidonet freq (1:278/521 NYCLIST) as well as by Internet infoserfer (nyclist@treebranch.com), using your own PIMPOM module, and are looking to get it hatched onto the FDNs via Planet Connect.

Perhaps in an upcoming issue we can even have the list printed in your own very pages.

In the mean time, we urge all New York City sysops (718 and 212 only please) to call us up and verify the info we have on their boards. We seek only to have the phone number, board name, and a 40 character description. Each board will have a single line item.

Thanks for your time, Jack. Love the magazine.

Michael Muller
1:278/521 94:7180/3
BBS: 718 739 5845
Michael.Muller@treebranch.com

Michael:

Pleased to see someone addressing the topic of New York. What we find is that very serviceable lists are available for many cities, but in some areas it gets to be pretty heroic. Focke's list in Washington, and the Chicago lists are almost acts of heroism. For areas like San Francisco, Los Angeles, and New York, they almost look like black holes in the BBS landscape. It isn't that there isn't any BBS activity. Rather, there is so MUCH that no one attempts a comprehensive list of them. In parts of California there are more bulletin boards than light poles, and listing them gets to be an overwhelming task. We would love a comprehensive list for New York. Good luck.

Jack Rickard

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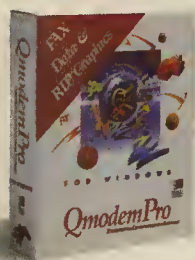


You can view RIP graphics, including icons, buttons and animation, on only RIP-supporting BBS.

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QmodemPro for Windows delivers more advanced graphic features than any other communications software.



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Our award-winning QmodemPro for Windows communications software has all the cool graphics features you've been looking for. It's "RIP" ready,

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QmodemPro for Windows was the first commercially available product in the industry to support RIPscript. QmodemPro for Windows also has a built-in GIF viewer that lets you view GIF graphics files as you download them. You can even ZOOM in for details. And QmodemPro has Windows icons for dialing directories, a true Windows phonebook. All you have to do to get online is double click on an icon.

No other communications software delivers graphic features like QmodemPro for Windows.

Recommended by Sysops everywhere.

But graphics aren't the only reason Sysops around the world recommend QmodemPro for Windows. They like it because it's powerful and easy to use, and can launch both data and fax calls. What they like most, though, is the fact that QmodemPro for Windows is packed with performance features that have been specifically requested by BBS callers.

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TECHNOLOGY UPDATES

By Jim Thompson,
Western News Service

One of the cleverest and most innovative products I have seen in years is the "Cybermouse" from IPC Peripherals. This ultrasonic pointing device is worn on the index finger. It allows you to not only move the on-screen cursor vertically, horizontally, or in circles like a traditional mouse device, but also through and around objects. Suggested retail price is expected to be \$99.

By providing 3-D depth to personal computing, the CyberMouse opens a wealth of interactive possibilities. It's shipped with a game called "Rings," which lets you throw horseshoe-like rings around posts simply by flicking their wrist toward the screen. For gamers, it's a must!



The CyberMouse's thin (1/8 inch thick) finger band (the thickness of a watchband) has two buttons (like a mouse) and contains a series of minute beacons that transmit ultrasonic beams to sensors on a flat, one inch wide plastic cradle that wraps around one side of the monitor. These sensors transfer the 3-D images to the screen.

Installation is simple and can be done in about a minute. CyberMouse has all the functions of a Microsoft Windows-compatible mouse and retails for \$99.

After you see this one, you will definitely want it.
Contact: IPC Peripherals, (510)354-0800

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QuickCam is another \$99 wondertoy: a fully digital, eminently portable video camera. Plug it into your laptop's parallel port, clip the golfball-sized camera to the chassis, load some software and you're off on a

photographic safari! Wander around the office, beach or Internet World capturing black-and-white still or full-motion shots of the boss, bikinis or browsers. QuickCam produces images up to 320 x 240 pixels in six-bit grayscale; not documentary quality by any means, but good enough for desktop videoconferencing or visual field notes. Currently a Macintosh version is shipping; a Windows version was demonstrated at Spring COMDEX in April.

Contact: Connectix Corp., (800)950-5880 or (415)571-5100 voice; (415)571-5195 fax; AppleLink/AOL: **CONNECTIX**; CompuServe 75300,1546;
e-mail://info@connectix.com

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Caere Corporation is shipping *WordScan(R) Plus 4.0* Optical Character Recognition (OCR) software for Windows that increases the accuracy and throughput of converting printed or scanned documents into computer-editable text.

WordScan Plus 4.0 is a truly excellent program. WordScan has always been one of the leaders in OCR technology. Using Caere's new Predictive Optical Word Recognition(TM) (POWR(TM)) OCR engine, this new version builds on that solid past. The result is a product that improves the accuracy of document scan recognition by an average of 40 percent over previous versions.

OCR technology has been limited to character-by-character recognition. Humans, however, read whole words at a time. POWR enables the computer to read an entire word without first having to isolate and recognize its individual letters. This new technology narrows the gap between human and computer reading.

WordScan Plus 4.0 also fully integrates with Microsoft Office, Lotus SmartSuite and Novell Perfect Office. It also likes to e-mail and fax software.

This one is a real winner. I highly recommend it.
Contact: Caere Corporation, (408)395-7000

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Insignia Solutions, makers of *SoftWindows* which enables Macintoshes to run PC software, is offering support for Power Computing's Macintosh-compatible computers.

"With SoftWindows, the Mac clones can also be PC clones, enabling customers to run tens of thousands of Windows and DOS applications in addition to the Mac applications. This is a tremendous benefit to customers," said Robert P. Lee, Insignia Solutions' president and chief executive officer.

SoftWindows 1.0 for Power Macintosh enables customers to run MS-DOS and standard mode Microsoft Windows applications on top of the standard

Jim Thompson is Managing Editor of Western News Service in Los Angeles, California. He also manages the Marlboro Racing News BBS. CompuServe: 72777,2677, MCI Mail: 321-4127, e-mail://jim.thompson@wnsnews.com

Macintosh operating system. SoftWindows turns Macintosh and Macintosh-compatible computers into cross-platform computers. SoftWindows includes fully-licensed and pre-installed versions of Microsoft Windows 3.1 and MS-DOS 6.21, as well as the Novell client software for complete networking compatibility.

Contact: Insignia Solutions,
(800)848-7677



Sir Speedy Inc., IBM and Sedona Systems have announced an agreement in which Sir Speedy centers will provide remote electronic printing capabilities for major markets in the United States.

Using *Reprint* (Remote Electronic Printing) telecommunications software developed by Sedona Systems and preloaded on IBM's new ThinkPad notebook, IBM PC 300 and IBM PC 700 desktop computers, users will file full-color or black-and-white documents via modem at participating Sir Speedy centers.

The agreement will allow a traveler with a laptop computer to compose a document, then send it via modem to another city to which he/she is traveling. The document would then be printed in a local Sir Speedy, in exactly the quantity needed and ready for pick-up when the traveler arrives.

Contact: Sir Speedy Inc., (714)472-0330



Tadpole Technology Inc. is now shipping the Tadpole P1000, the industry's first 100MHz Pentium processor-based notebook computer. The magnesium alloy-cased Tadpole P1000 is based on the 3.3-Volt Intel Pentium 815/100 microprocessor.



It features a PCI bus, up to 128MB of user upgradeable random access memory (RAM), 256K secondary write back cache, 64-bit memory interface and removable disk storage up to 810MB. It also offers a standard high-resolution 10.4-inch active matrix color TFT display, which provides 640 x 480 VGA resolution in up to 64K colors. The system includes one PCMCIA Type I/II/III slot.

Contact: Tadpole Technology,
(800)232-6656



NETCOM On-Line Communication Services Inc. and Wave Technologies International Inc. have joined forces to promote education about the Internet. Information relating to Wave's two one-day Internet courses, "Guide to the Internet," and "Connecting NetWare LANs to the Internet," is currently available online. Users may obtain more information about course descriptions to register through e-mail on the World Wide Web. Courses range from introductory classes for the novice Internet user to training for Novell CNE (Certified Novell Engineer) and Microsoft MSCE (Microsoft Certified Systems Engineer).

Contact: NETCOM Online Communication Services,
(408)556-3293



The future looks bright for PC-based vendors such as Microsoft and Novell. More than half of the respondents polled recently (54 percent) by International Data Group (IDG) said their primary enterprise computing vendor three years from now will be a different company than it is today. IBM received the highest number of mentions (30 percent) as the company that respondents named as their most strategic vendor today. Asked which vendors they expect to be well positioned to help them three years down the road, fully 70 percent of respondents named Microsoft and 57 percent identified Novell, ranking them at the top of the 15 companies measured.

The client/server model is apparently also here to stay, according to the study. Virtually all of those surveyed (96 percent) reported that they are selectively, aggres-

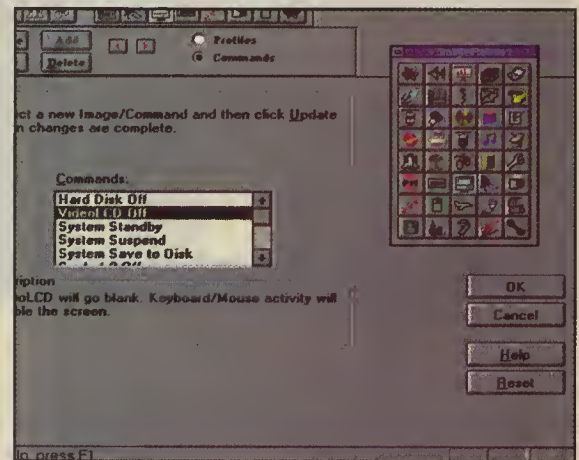
sively or completely pursuing client/server. Conversely, just 6 percent answered that they were either not interested or unsure about client/server computing.

The research study, *Brand Power in Enterprise Computing*, is designed to help computer vendors better position their companies and products. It is the second phase of Wave V of IDG's "Buying IT in the '90s" research series. The study, sponsored by IDG and conducted by Griggs-Anderson Research, Portland, Ore., surveyed 532 IS professionals and non-IS managers all of whom had been involved in recent enterprise computing purchases.

Contact: IDG, (415)676-3021



Phoenix *NoteBIOS(TM)* 4.0 firmware for portable PCs, features what developer Phoenix Technologies Ltd., calls a breakthrough in power management capabilities for PCMCIA. Phoenix's PCMCIA software solution works in cooperation with Phoenix NoteBIOS 4.0 PC Card Manager Plus(TM) (PCM+) to



tightly integrate peripherals on portable PCs. NoteBIOS 4.0 features the Phoenix PowerPanel(TM), an icon-based toolbar that allows users to modify power management support to extend battery life.

Phoenix has enhanced its PowerPanel to include additional icons for PCM+ which will allow users, for the first time, to manipulate power management behavior with the simple click of an icon.

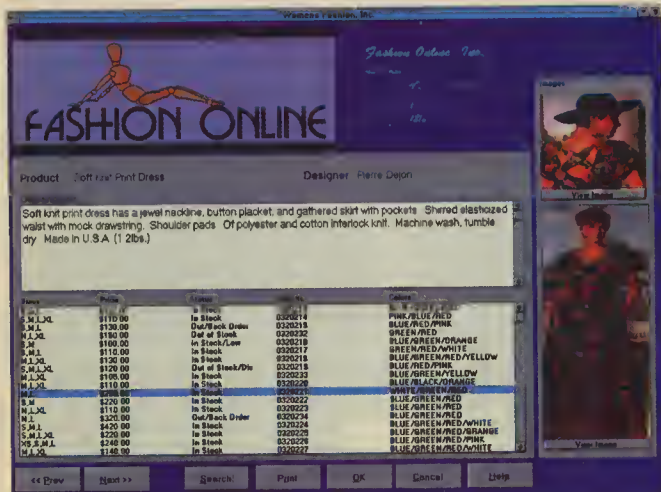
Contact: Phoenix Technologies, (714)440-8052



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Service Contracts:

Monthly and yearly support contracts are offered --- including 24 hour support service --- to guarantee access to technical answers whenever you need them. We also have Help Desk Support for your callers, to eliminate hiring a large staff for your location.




Custom Menu Solutions

Training Classes:

We offer a complete line of training seminars for the system operator. From novice computer users to experts, our courses offer all the information you need to get your new online service up and running fast --- or to learn the "tricks of the trade" for optimizing your existing system.

These seminars are available at our educational facilities in South Florida, or they can be delivered on-site and customized to your specific audience.



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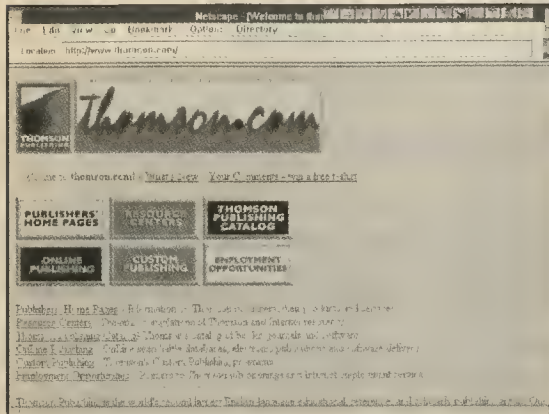
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INTERNATIONAL THOMSON PUBLISHING DEBUTS THOMSON.COM

International Thomson Publishing (ITP) has opened a mammoth book and software store on the Internet, accessible free of charge via WWW, gopher, FTP and e-mail. ITP, a division of The Thomson Corp., is one of the world's leading educational, reference and scholarly publishers. With more than 34 imprints and over 50,000 products under the ITP umbrella, the company covers elementary to post-graduate levels in science, engineering, technology, business, medicine, the humanities, social sciences and defense. The ITP family includes Ventana Press, Gale Research, St. James Press, Visible Ink Press and other well-known publishing houses.



"With the implementation of **thomson.com**, we are moving from the model of traditional publishing to the more interactive business of

information exchange," said Thomas Paul, CEO. R. Wayne Oler, president of the ITP Education Group, added, "Publishers have a dangerous belief that content is king, and always will be king... but in today's increasingly digital world, content is giving way to context. The real business in the future will be education on demand — in the home, on the job, and in institutions. By developing a continuously adaptive and validated information environment, **thomson.com** will have a distinctive role and presence in education on demand."

ITP's Internet "kiosk" (as they call it) includes a searchable database of more than 20,000 products, an inventory the company plans to increase to 50,000 over the next year. Products including books, journals, videos, software and CD-ROMs can be ordered online. A section of Publishers' Home Pages provides information on ITP publishers, products, and services. An employment section includes openings with ITP and other Internet employment services. A page devoted to Custom Publishing highlights ITP services for corporate training departments and the growing number of educators who are creating one-of-a-kind, personalized instructional materials for their classrooms. Resource Centers devoted to various disciplines include sample chapters, demo software, online companions to paper texts and collections of mailing lists, newsgroup threads, and links to other WWW, gopher and FTP sites.

Thomson.com can be accessed via the following channels:
http://www.thomson.com
gopher://gopher.thomson.com
ftp://ftp.thomson.com (file archives only)
e-mail://search@catalog.thomson.com (catalog searches)



BiblioData Directory of Online Fulltext Sources

BiblioData will release its semi-annual update of *Fulltext Sources Online* in July. The directory lists over 5500 periodicals,

newswires and radio/TV transcripts that are available online in full text, and lists periodicals by vendor. Dates of coverage and degree of coverage are included, along with subject and geographic indices (down to the state or province level). New in this issue are 126 non-English periodicals or newswires, including German, French, Spanish, Italian, Flemish and Dutch sources. The July issue costs **\$105** plus shipping, and a one-year subscription (the July and January 1996 issues) costs **\$180**.

Contact: BiblioData, (617)444-1154 voice; (617)449-4584 fax; P. O. Box 61, Needham MA 02194.



LANTASTIC DEDICATED SERVER 1.1 RELEASED

Artisoft, Inc., has begun shipping v1.1 of its LANtastic Dedicated Server software (formerly called CorStream). It combines the LANtastic system's ease-of-use with the 32-bit engine of Novell's NetWare 4 technology, providing a migration path for existing LANtastic users with growing needs. Prices start at **\$749** for a five-user license; upgrades to as many as 100 users are available.

New features include simplified installation (as little as 30 minutes for the CD-ROM version); automatic printer setup, eliminating the need to configure printers from a separate PC on the network; the ability to restore archived control directories to preserve previous user information. Ethernet II and IPX packet routing have been added, facilitating data and file transfers in mixed LANtastic and NetWare networks. A new ADSFILE utility gives users better control over network resources, including space restrictions on directories, attribute controls and recovery of deleted files. Version 1.1 is compatible with Artisoft's Central Station II connectivity processor, allowing connection of five printers to the network and eliminating the need for a dedicated PC print server.

Contact: Artisoft, Inc.: (800)233-5564 sales; (520)670-7100 corporate office; (520)670-7101 fax; 2202 No. Forbes Blvd., Tucson AZ 85745



ISOCOR HIGH-PERFORMANCE MESSAGE SERVER

People who move *lots* of e-mail and other files — large corporate and government entities, RBOCs, and ISPs — will be interested in the ISOPLEX Message Server from ISOCOR. Capable of intelligently switching and routing hundreds of messages per second when run on a Sequent multi-processor computer, the software package provides direct client-server access from Microsoft MAPI, gateways to Lotus' cc:Mail and Notes, Microsoft Mail, EDI and SMTP/MIME for Internet mailers. By moving the majority of message processing to the backbone machine at extremely high throughput rates, ISOPLEX appears to the desktop user as a virtually real-time pipeline for document exchange. "We are very impressed with the dramatic performance that ISOCOR has achieved by using...Intel-based servers," said John McNulty of Intel Corporation.

Contact: ISOCOR: (310)581-8100 voice;
e-mail://sales.info@isocor.com

UNCOVER REVEAL: ELECTRONIC PRESS ALERT SERVICE

The overwhelming torrent of print and electronic publications has spawned a booming demand for filtering and alert services. The UnCover Company, originally a project of Denver-based CARL Corporation, began providing table-of-contents

indices back in 1988. Today, its database includes nearly 17,000 journals worldwide. We have long relied on UnCover and CARL's other periodicals databases to quickly round up leads, trends and fulltext articles. Now we don't even have to go looking; UnCover Reveal notifies us when something interesting pops up.

The program allows users to create a list of journal titles in which they are interested. When the next issue of a journal on the user's hot-list is indexed, the table of contents is automatically e-mailed to the user. Users can also store search strategies which are run against new articles added to the UnCover database on a weekly basis. The results of the searches are also sent to the user's e-mailbox. Fulltext documents may then be ordered through reply e-mail or fax, and are delivered by fax for a charge of around \$8.00 per article. "With more than 30,000 articles added each week, this service provides one of the best ways to gather information in a timely manner," said Martha Whittaker, general manager of The UnCover Company.

Individual users may sign up for the UnCover Reveal Alert Service at \$20 per year; the fee includes tables of contents from 50 titles and up to 25 search strategy profiles. Libraries and other high-volume institutional users can get a site license, starting at \$750 per year for up to 50 subscribers.

Contact: The UnCover Company; (800)787-7979 or (303)758-3030 voice; e-mail://uncover@carl.org; telnet://database.carl.org; bbs://303-756-3600.



WRENET: REAL ESTATE ON THE WEB

"Househunt in your underwear" is what World Real Estate Network proposes. We like that idea; house-



hunting is sufficiently annoying without having to dress for the occasion. Founded in November, 1994, by 35-year real estate veteran Jerry Smith and advertising/computer whiz Rick Tracewell, the service is an online real estate magazine that includes commercial, industrial and ranch/farm properties as well as homes. It features a clickable U. S. map to get you down to the state level; database selection criteria including number of bedrooms, price range, county and/or city, and a pinpoint-accuracy ZIP code search. Search results include detailed descriptions of the property; many include photos. You can also check out the demographics of the county in which a home is found: popula-

tion, crime rate, incomes, education, even the percentages of Republican and Democratic voters.

If your search comes up empty, you'll get a form to fill out describing your needs and qualifications. You have the option to submit the form to a broker in the area of your choice. There's also an online mortgage calculator to help you determine your price range.

The service is free to shoppers; brokers pay a mere \$5.00 per listing per month, plus another \$5.00 if WREN scans their photos. Brokers maintain their own listings and can add, delete or change listings at will 24 hours a day. A good deal for all concerned!

Contact: WRENet: <http://www.wren.com>; e-mail://bonk@wren.com; voice://408-461-9736; 640 Whispering Pines Drive, Scotts Valley CA 95066

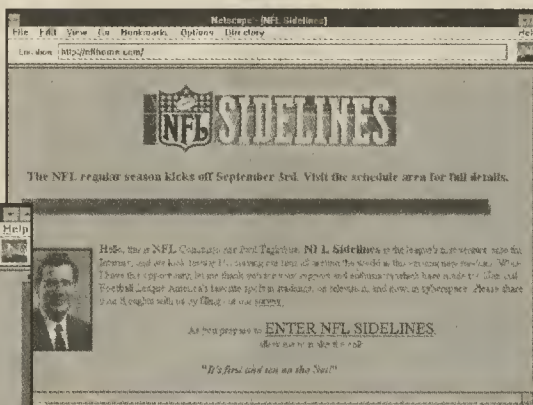


NFL DRAFT A HIT ON INTERNET

Fans from more than 45 countries hit the National Football League's homepage (<http://nflhome.com>) by the millions last month, to get up-to-the-minute news of the ongoing NFL draft, including live video coverage from the floor of the Paramount Theater. Sideline Surfers also got to chat with NFL Commissioner Paul Tagliabue, online analyst and former Dallas Cowboys chief scout Gil Brandt, and several of the top draft picks. The NFL plans

to continue the free service with ongoing NFL news including World League updates, NFL game schedules, and other information.

Contact: National Football League, (212)758-1500



NETPLAZA: FOOD, PANTYHOSE & UNMENTIONABLES

The netplaza (<http://netplaza.com/plaza>) is "a cyberspace shopping center" of 35 virtual storefronts on a single Web site. Some of the juxtapositions are interesting. Here we find L'eggs Pantyhose snuggled up against The Xavier Collection of adult toys, leather clothing and videos. L'eggs, by contrast, displays its wares only in cardboard eggcups; heaven knows how the support hose really look on a woman. You'll also find Wolferman's tempting crumpets and 12 flavors of English muffins. Clambake Celebrations beckons with fresh Atlantic lobster and its Lobster Clambake-to-Go, packed in its own steamer pot and shipped to your door (or cabana) by FedEx.

GLOBAL VILLAGE DEBUTS ONLINE TOUR DE FORCE

Global Village Communications, Inc., has introduced On-Line Discovery, a \$49.95 "integrated online communications suite" for new PC users which lets them conveniently sample the most popular online services and the Internet without

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In addition to selling the software and hardware components necessary to let you put your own system online, we have the ability to provide our customers with total turn-key systems. We have several programmers available to transform your ideas into realities quickly and at very reasonable rates.

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Because we are a "VAR" (Value Added Reseller), we offer service before and after the sale. Here's an example: What happens if your DigiBoard has a problem after you've bought it? If you buy it for five dollars less, you have to ship it back to the repair center to get it fixed. Buy it from us, and for the first year you own your board, if you experience a problem, we will send a replacement one out to you, overnight, at no charge.

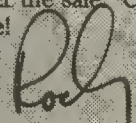
It's that added value that makes the difference. Not the five dollar price war that these "one-man" shops are running. We are able to provide you with a truly economical solution to your needs, without sacrificing quality. Call us. Just talking to us on the phone, you'll hear the difference.

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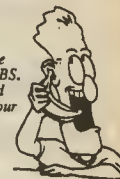
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purchasing and installing multiple products. The package includes free-trial connections to five online services – America Online, CompuServe, GENie, NETCOM and Prodigy – bundling more than 100 hours of free time on these services in a single package. NETCOM's NetCruiser software provides Internet access. The bundle also includes investment management software and one month of free service on Reuters Money Network, a high-grade financial data service. Fax capabilities and a pre-loaded dialing directory of popular BBSs are thrown in as well.

Contact: Global Village, Inc.:
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<http://www.glob alvillage.com>

◆ ◆ ◆

PLATINUM XPRESS 1.0 OFFLINE MAIL SYSTEM RELEASED

Santronics Software, an 8 year-old firm specializing in e-mail communications and maker of the popular Silver Xpress offline mail server/reader system, has released *Platinum Xpress V1.0*, the first frontend mailer designed specifically for WildCat! BBSs. Features include a MakeWild lookalike setup program; support for all WildCat! Mail conferences including Fidonet and Internet; compatibility with WildCat!'s multinode operations scheme; builtin Fidonet Mail and File Echo Managers, TIC processor, and support for Planet Connect's ALLTICS file. "No need for batch files," say Santronics, "Set up the echoes and you're done!" The system also includes Intelligent Human Caller detection; no more "press Esc twice to enter the BBS" prompts. Fidonet File REQuests can span all disks including CD-ROMs. An event manager, mail editor, and fax server make Platinum Xpress one of the most versatile frontends of its type. The single-line version is \$245.00 and a multinode version costs \$495.00.

Contact: Santronics Software,
(305)248-3204 or (800)845-6944 voice; (305)248-7815 BBS;
(305)242-1482 fax.

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GALACTICOMM RELEASES WORLDGROUP CLIENT FREE

Galacticomm, Inc., has released its WorldGroup client software package for free distribution and use by everyone. The client

is a full-featured ANSI terminal program and telnet client; under Windows 3.1, it can connect the user to any online service or BBS. But when connecting to a WorldGroup server over the Internet, the client provides what the company calls "a cross between online services, Web sites and workgroups." Interested users may download a copy of the WorldGroup Manager client from Galacticomm's own BBS (305)583-7808, or <http://www.gcomm.com/news/> or <ftp://gcomm.com/library/wg/>

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EXEC-PC CELEBRATES 10,000,000TH CALLER

On May 13, 1995, at 11:35 a.m. Central Time, Robert Ricketts from Houston TX became the 10 millionth caller to the Exec-PC BBS. He beat out other callers who wanted the title so badly that they were dialing in at the rate of 9,000 calls per hour. Ricketts won \$1,000 worth of computer equipment of his choice. Exec-PC started out approximately ten years ago, on a PC-XT with a 10 Mb hard drive. Today, the BBS and Internet Service Provider sports over 200 phone lines and is widely considered the world's largest BBS.

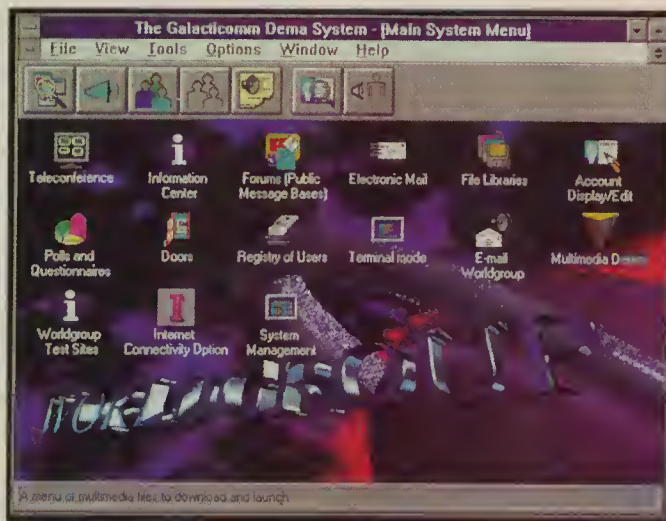
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Contact: Greg Ryan, Exec-PC (414)789-4200 ext. 112 voice;
(414)789-4500 BBS or e-mail: [greg@execpc.com](mailto://greg@execpc.com)

GUIDE TO FEDERAL BBSS & INFO

FAI Publishing has released a guide to Federal information resources available via BBSs. *The New Age Information Guide to the Federal Government* (\$59.95 plus shipping) details over 100 boards and provides voice phone directories of the sponsoring agencies as well as a rather overdone series of screenshots taken from each reviewed BBS. Company spokesperson Herb Finkelstein explains that newcomers are often scared away by the maze of menus they encounter on government systems. FAI hopes to demystify the process before callers run up huge phone bills.

Contact: FAI Publishing;
(800)536-2324 or (301)258-5130



FIRSTCLASS SERVER FOR WINDOWS IN BETA

Softarc, Inc. is beta testing the first Windows version of its best-selling *FirstClass* group communication server software. The original Macintosh product, released just three years ago, has sold over 3,000,000 user licenses. The Windows edition will address an even larger market; it is due to ship in the second quarter of 1995.

The FirstClass Windows server will require an 80386 or faster CPU, and

will recognize popular PC multiport serial hardware. It will run under Windows NT and support 200-250 simultaneous users. Users of existing FirstClass client software will be able to connect to the Windows server as easily as they do to the Mac edition via network, WAN or modem for e-mail exchange and discussion database replication. Like the Mac server, the Windows server will support modem and multiprotocol network connections (IPX, NetBios, TCP/IP and AppleTalk). It will also use asynchronous disk I/O and other advanced

file system features supported by Windows NT.

Third-party developers are already at work on Windows versions of their FirstClass add-ons. TGF Technologies of Burlington, Vermont, Delphic Software of Redlands, California and World Connect of Toronto, Ontario all plan to release Windows versions of their FirstClass gateways and extensions.

Contact: Softarc, Inc.; (905)415-7000 voice; (905)415-7151 fax; e-mail: [sales@softarc.com](mailto://sales@softarc.com). ◆

The Professional BBS Service Bureau

Bulletin Board Systems (BBS) are fast becoming a vital tool for information exchange in corporations, associations, government and other professional organizations. Yet the learning curve and related costs for an in-house installation are steep. Not to mention the staffing required for continuous user support.

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Mark Burnett at APDI's BBS Service Bureau

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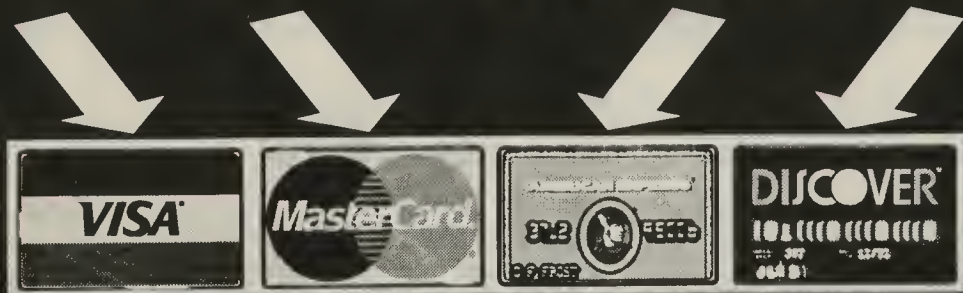


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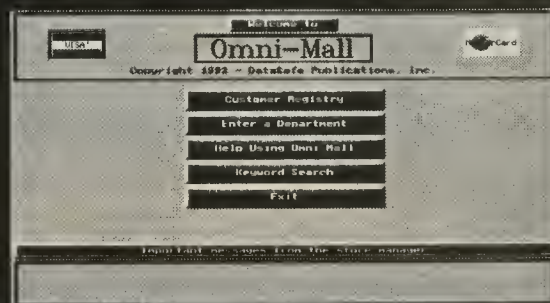
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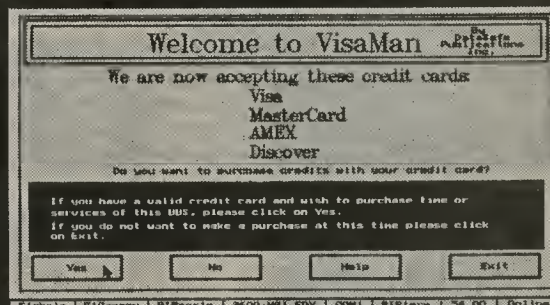


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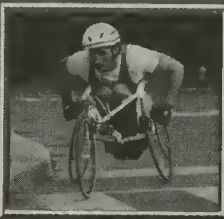
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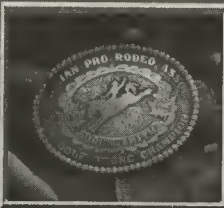
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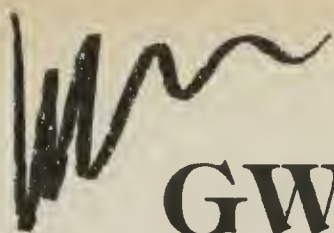
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CONFIGURING YOUR WEB BROWSER — USING PROCOMM PLUS FOR WINDOWS AS THE TELNET APPLICATION

Jack Rickard

The convergence of electronic bulletin boards and the Internet provides some exciting possibilities. But while they share much in common, they also exhibit some cultural differences. Bridging these differences is largely an act of tool building, and this is why we see the next few years as an intense tool-building period with tremendous new opportunities for software vendors. We need so much, and in some ways have so little.

In the BBS community, the program used to logon to a bulletin board system is roughly referred to as a terminal program. As the BBS community evolved, it exhibited a culture where anyone could write anything they liked and adherence to standards was oxymoronic. As a result, we wound up with 50 terminal emulations, a half dozen file transfer protocols, and a number of ways of doing things. Additionally, users demanded features such as capture buffers, definable screen colors, script languages, built-in GIF image viewers, dialing directories, endless configuration options to make pretty screen colors etc.

On the Internet, the primary means of "logging on" to another system was a program titled **TELNET**. Since most of the systems on the Internet that you COULD logon to were extremely plain ASCII systems, **telnet** seems very plain in features by comparison. And in fact, the interface for the Internet that is emerging is of course the World Wide Web.

The most advanced World Wide Web browser software we've seen is the Netscape browser from Netscape Communications. The 1.1 release of this software debuted in May and offers some very intriguing features. The parent company, Netscape Communications, makes it freely available on the net. They seem to derive some income from licensing the software to corporations and online services such as Delphi to use as the front end for commercial online systems. They also sell some Web server software for UNIX systems starting at about \$1700 and running up to about \$5000 with some advanced security options the company invented. To assure their adoption, they essentially gave away the browser to assure it became ubiquitous on the network. A number of companies had licensed Mosaic and made big plans to market web browsers for as much as \$100 per copy or more. They have been powerfully disappointed by Netscape's moves. And Netscape seems to be headed for an Initial Public Stock offering before the end of the year, which would make John Clark's move from Silicon Graphics to form this startup look like a master stroke.

But the World Wide Web lacks a number of features common on electronic bulletin boards. Controlling who accesses your system and when via a user log database is nearly unheard of at this point. Local message bases are very rare. And file collections of any size are terribly plain in presentation and difficult to create and manage effectively. In the future, we would expect to see Web servers evolve to offer most of these advanced BBS software features. And we look for some BBS software to evolve to support the HTML interface used by the World Wide Web. But in the meantime, hundreds of very conventional bulletin boards are making the connection to the Internet to allow people to connect to their service via TELNET.

And it works. You can dial into a UNIX shell account using a standard terminal program, TELNET to a BBS, and once connected, the telnet link pretty much disappears. You can view the BBS from Qmodem or Procomm, download files, etc., much as you would normally. The Internet connection often seems jerky and in some cases slow, but it works and you avoid long distance charges.

But in putting up our April issue on our own WWW page, we wanted to make the list of 198 telnettable BBSs have "hot" links. One of the most powerful elements of all Mosaic browsers, and especially Netscape's, is that they are extensible. You can define "helper" applications to play movies or sound files, or perform other functions. One of the standard functions in Netscape is the ability to define a TELNET helper application. As a result, when you click on one of these "hot" links to a telnettable BBS, it calls whatever program you use for TELNET on your Winsock machine, and makes the connection — passing the address of the site from Netscape to the other program.

This works well. The problem is that every telnet application we've seen is as stupid as a box of rocks. Virtually none of them can do ANSI graphics and IBM characters — which most bulletin boards still use — and the screens wind up looking awful. Bulletin boards are also still oriented towards file transfers using protocols such as ZMODEM, XMODEM, and YMODEM. Telnet applications typically don't support ANY file transfers. On the Internet, files are transferred by FTP — an entirely separate program. Finally, the telnet applications we've tried to work with have none of the niceties such as a data capture buffer, capture to printer, GIF viewers, and so forth.

So what we wanted was a way to use a normal terminal program over the Internet via WINSOCK to connect to a BBS. We did a story a few months ago on a program titled COMt that would actually make

• USING PROCOMM PLUS AND NETSCAPE FOR TELNET APPLICATIONS

• CONSUMMATE WINSOCK APPLICATIONS

• BABB'S BOOKMARKS: SOFTWARE SUPPORT SITES

• COOKING IN CYBERSPACE

• PUBLISHING ON THE WEB —

a WINSOCK IP connection look like a modem and serial port to any terminal program. But we also wanted to make this work with Netscape so that you could click on a telnet reference on a WWW page, and Netscape would call the terminal program and pass it to the site address, accomplishing a telnet connection while still having all the features of a terminal program available.

We never did get this done with COMt. But DataStorm recently announced version 2.11 of their popular **Procomm Plus for Windows** product, and it will use WINSOCK directly to make telnet and even ftp connections. Procomm was actually the first terminal program we ever reviewed in *Boardwatch* back in 1987. It was a shareware program in those days. Today, it has advanced considerably, is commercial software, and the company has about 150 employees in their Columbia, Missouri location. Procomm is far and away the largest selling terminal program available for the IBM PC and is often a top seller among ALL software available on the retail shelf.

So the mission was to connect **Procomm Plus for Windows v2.11** to **Netscape v1.1**, such that when we clicked on a hot link to a telnettable BBS, we were connected using Procomm nearly instantly. We could then download files and do all the normal BBS things. When we left the system, we would automatically return to Netscape and the home page of interest.

As it turns out, there really wasn't an easy way to do this. Netscape will call a program and pass a parameter, in this case an IP address. Procomm can be started from the command line, and take a parameter. But the telnet function in Procomm appears to be spliced in rather late in the game, and simply isn't integrated into the program in quite the way we would like. So we tried to write a script for Procomm that would accept the passed parameter and make the call. It proved to be pretty difficult. We found Procomm's ASPECT script language a little cryptic, and because of the way telnet is incorporated, the script actually needs to set up a temporary entry in a dialing directory and then dial that to accomplish this task.

So we turned to DataStorm for help. Gary Funk, our technical guy, called Mark Chambers, one of their technical guys, and he took a strong interest in what we were doing. They turned it over to one of their own ASPECT script language gurus, John A. Maier, and the result was a script titled **TELNET.WAS** that does the trick. You can ftp this from us at <ftp://boardwatch.com/bbs/ipad/files/telnet.was>. For those who love to type, we are reproducing the script here – without the comments to shorten it.



Datastorm's Mark Chambers



Datastorm's John Maier, author of TELNET.WAS

To use the script, you must configure Netscape to call Procomm AND specify the script. On Netscape's **OPTIONS** drop-down menu there is an item titled **PREFERENCES**. If you click on **PREFERENCES**, one of the sub-menu options is **APPLICATIONS AND DIRECTORIES**. One of the elements on that screen is **TELNET APPLICATION**; we entered **C:\PROWIN2\PW2.EXE telnet.wax**. The **C:\PROWIN2** is the directory where Procomm for Windows resides, **PW2.EXE** is the program executable we are calling, and **TELNET.WAX** is the compiled version of the **TELNET.WAS** Aspect script.

You do need to compile the **TELNET.WAS** script. Procomm features a built-in script compiler and editor, so this isn't difficult at all.

The operation of all this STILL isn't ideal. When you click on a telnet site, Netscape does call Procomm and Procomm comes up all right, but it displays a special TELNET box inquiring as to whether you wish to connect to the LAST site you connected to. You must click on **CANCEL** in order to go on and logon to the system specified by Netscape. According to Mark Chambers, they are looking at an update to Procomm to address this. But beyond this annoying box, it all works as advertised. And you can telnet to a BBS directly from Netscape and still have all the download/capture/print features you're accustomed to. ♦

PROCOMM TELNET SCRIPT

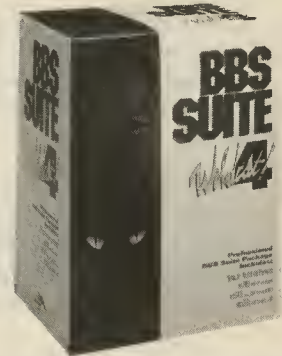
```
; sample Telnet dialer John A. Maier 5/12/95
; PW2.11 script to launch a Telnet session from the command line
;*****
; * This script will launch a Telnet session if called from the *
; * Command line. The typical syntax will be: *
; * c:\prowin2\pw2 telnet.wax "IP address" "optional port#" *
; * if the port number is omitted, a default port of 23 will be *
; * assumed.
;*****
proc main
string szAddress
string szPort
    if $scriptmode == 3
        getcmdline()
        if not strcmp "" s0
            szAddress = s0
        else
            usermsg "Missing or incorrect command
                    line parameters! PW will exit."
            winclose $MAINWIN
        endif
        if not strcmp "" s1
            szPort = s1
        else
            szPort = "23"
        endif
    else
        usermsg "This script must be launched from a
                command line.\r\nSyntax: \PROWIN2\PW2 TEL
                NET.WAX IP_ADDRESS (PORT#)"
        exit
    endif
    connect(szAddress, szPort)
endproc

proc connect
    param string szAddress, szPort
    string szConnectTo
    strfmt szConnectTo "%s:%s" szAddress szPort
    dialadd data szConnectTo
    set dialentry access szConnectTo
    set dialentry phonenummer data szConnectTo
    if not set modem connection "direct connect-Telnet"
        usermsg "You need to add \"direct connect-
        Telnet\" to your connection list!"
        dialdelete data entry szConnectTo
        exit
    endif
    dial data
    while $dialing
    endwhile

    dialdelete data entry szConnectTo
    while !$carrier
    endwhile
endproc

proc getcmdline
    integer argnum
    string argstr
    for argnum=1 upto i0
        switch argnum
        case 1
            argstr = s0
        endcase
        case 2
            argstr = s1
        endcase
    endswitch
endfor
endproc
```

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BOA

CONSUMMATE WINSOCK APPLICATIONS

by Forrest Stroud

The Consummate Winsock Apps column will feature the latest and greatest in winsock applications each month. These apps are selected for the unique qualities that they bring to the Internet and for the value that they can bring to you. Apps of all types will be reviewed, from web browsers to HTML editors, from FTP clients to newsreaders, and from mail clients to image viewers.

Each app will contain the latest specs available, including the most recent version and cost information, as well as the app's positive and negative attributes. The review will bring out the app's unique features as well as how it compares to the competition.

I plan to include the best apps available on the 'net for each column. If you have an app that you'd like featured in this column, write me at [e-mail://Neuroses@mail.utexas.edu](mailto:Neuroses@mail.utexas.edu), and I'll check it out! For now, best of luck to you with this initial offering of latest and greatest collection of apps.



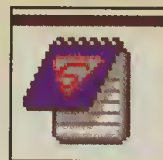
WEBEDIT V1.0

Desc: A fully featured shareware HTML editor
Positives: Great collection of features, includes proposed HTML tags and user-defined tags
Negatives: Expensive price tag, can't work with files larger than 32 Kb
Location: <http://wwwnt.thegroup.net/webedit/>
Filename: WEBEDIT.ZIP
Status: Shareware -- \$99.95
Company: Knowledge Works, Inc.

WebEdit is a new HTML editor with many advanced features lacking in comparable editors. WebEdit offers support for many proposed HTML 3.0 tags, including tables and centering. WebEdit includes MDI -- Multiple-Document Interface -- which allows you to work on up to ten different HTML documents simultaneously. Additionally, WebEdit includes a URL Builder for rapid creation of URLs; it also saves every URL you enter, letting you choose from a list rather than having to retype the same URLs over and over. Also included is a tool for removing HTML tags from a document and a tool for quickly producing a template of tags commonly used in HTML documents.

Due to its recent release, the online help documentation is under continual development and must be downloaded from WebEdit's homepage. As in most other HTML editors, there is an option for calling your favorite web browser to view the current page. Additional features include word wrap, time/date stamping, search and replace, and almost every HTML command imaginable (including proposed tags). WebEdit even allows you to create user-defined tags.

While sporting more features than HTML Writer, WebEdit does have two drawbacks which keep it from taking the crown. First, only web documents under 32 Kb can be edited within WebEdit. Second, at just under \$100, WebEdit can't compete with HTML Writer's donationware status.



SUPERPAD

Desc: Enhanced Windows Notepad application
Positives: Improves on Windows' Notepad client, allows for efficient maintenance of web pages
Negatives: Lacks HTML tagging & printing capabilities, not for novice web page designers
Location: <ftp://ftp.eznet.net/pub/win/editors/>
Filename: SPAD.ZIP
Status: Freeware
Author: Douglas Boling

SuperPad is, quite simply, Notepad on steroids. SuperPad includes many features lacking in Notepad; most importantly, it has the ability to edit documents larger than 32 Kb. Additional features include word wrap, overstrike/insert mode, proportional and fixed font selection, search and replace, and command line parameters. There is no on line help documentation, but the interface is quite intuitive and very similar to Notepad's. One negative aspect of SuperPad is that the current release lacks printing capabilities. While not a true HTML editor, SuperPad allows experienced web designers to quickly and efficiently maintain web pages.

Novice users and first-time web designers will likely need a more HTML-specific editor, like HTML Writer, WebEdit, or WebWizard. SuperPad is free and will work with all versions of Windows, including Windows 95. When it comes to the continual maintenance required with web pages, this is my client of choice.



WEBWATCH

Desc: :Internet utility that allows a user to track changes in selected web documents
Positives: Easiest way to monitor whether your favorite URLs have been modified recently
Negatives: Can (and will) become more flexible and extensible as new versions are released
Location: <ftp://ftp.specter.com/pub/users/janos/specter/>
Filename: WW???_16.ZIP (16-bit) or WW???_32.ZIP (32bit)
Status: Shareware; \$18. 30-day evaluation
Author: Joseph Janos of Specter, Inc.

This is the *real* Web Assistant -- run your bookmark file through WebWatch and immediately find out which URLs have recently moved, changed, and/or been updated. WebWatch will actually take *any* list of URLs and check each URL for recent changes. You input the earliest date desired, run the program, and then watch as WebWatch produces a local HTML document containing links to those documents that have been updated after the desired date.

WebWatch stores its arguments in a parameter file. This way, once you customize the program, WebWatch can be run with a single mouse click or even unattended by being invoked from a script. After a complete run, the date and time of the run is recorded and is used as the base date for the next run. This way you can be sure that you never miss an update of one of the specified URLs. At the same time, redundant retrievals are eliminated.

Although this newcomer has just emerged from beta testing, its value will become immediately apparent when you use it. WebWatch is currently available as either a 16-bit or a 32-bit Windows client; versions for Macs and Unix will be available soon.



SESAME NAVIGATOR

Desc: A Virtual Places Client and a wild extension to Netscape.
Positives: An entirely new form of interaction over the 'net; Web virtual meetings now possible!
Negatives: Initial release is buggy and slow; only works with Netscape for now
Location: <ftp://ftp.ubique.com/pub/outgoing/pc/>
Filename: INSTALL.EXE
Status: Freeware
Company: Ubiqun, Ltd.

The Sesame Navigator is a desktop Web browser that allows you to access "Virtual Places" -- web sites managed by "Doors Servers." At sites that have a Doors Server, users can interact either by voice, data, or both. In addition to standard Web browsers, Sesame allows you to: navigate through virtual places, meet others in virtual places, communicate with others in virtual places via real-time voice and/or text, and present yourself to others with a personalized business card. Sound wild? It is -- I recently found out about Sesame and have just started testing it out.

With Virtual Places, World Wide Web data servers are no longer just places where information is deposited on the Internet for later retrieval. Sesame enables real-time interaction between the information provider and the consumer, and among individuals with a common interest in the information. Now web users can interact -- on the web. Sesame only works with Netscape right now, but a version for Mosaic is in the works.

I definitely recommend trying this app out -- it's innovative, it's wild, and it's free for now. Download the Sesame Client and then begin your Virtual Journey at <http://www.ubique.com/>. A couple of things I've noticed in the past 20 minutes of trying it out -- I haven't met many people and the Doors Servers don't always seem to work for me. Hopefully, this review will resolve the first issue.



AUTOWINNET

Desc: Automates many routine (but necessary) 'net tasks
Positives: Automates your most tedious (but necessary) net tasks, saves time and money
Negatives: Won't work with TIA, unregistered version lacks file manager; steep learning curve
Location: <ftp://oak.oakland.edu/SimTel/win3/winsock/>
Filename: AUTOWN???.ZIP
Status: Shareware - \$69.95
Author: David Smith

AutoWinNet is your own personal 'net robot -- it'll let you do what's really important (like being with your girlfriend or playing volleyball) while it accomplishes the tasks that used to take you hours. AutoWinNet will check your favorite FTP

sites for the latest clients available, and it will keep on checking these sites until it's able to get through (no more pressing the reload button a thousand times to get through to Netscape's server). It will download your favorite Web sites (minus the graphics) for your later perusal. AutoWinNet will download the latest articles from your favorite newsgroups, letting you view them off-line later. You can even delegate the maintenance of mailing lists to your 'netbot, who will be more than willing to send off messages to your thousand closest friends. Best of all, AutoWinNet will do these tasks in an automated batch-processing mode specifically designed for SLIP, PPP, and shell accounts (sorry, TIA users not allowed). This directly translates into reduced costs, frustration, and time spent online. The unregistered version lacks the integrated file manager capabilities that come with the registered version, which means that you'll have all the motivation you need to shell out the \$69.95 needed to buy your very own 'netbot.



INTERNET CONTROL CENTER

Desc: Internet application manager and quick launch toolbar
Positives: Efficient management of internet apps via a toolbar, automatic launching of 'net apps
Negatives: Toolbar isn't resizable, wouldn't automatically disconnect for NetDial
Location: <ftp://ftp.usefulware.com/users/jfoltz/>
Filename: ICC???.ZIP
Status: Shareware - \$24
Author: John Foltz

The Internet Control Center (ICC) neatly organizes your favorite TCP/IP applications and lets you launch any of them from a button bar. The button bar can be configured to always remain on top of other applications, providing instant access to your mailer, Web browser, newsreader, ftp, gopher, archie, finger, ping, telnet, talk, IRC and other tools. ICC accommodates LAN and ISDN as well as SLIP/PPP connections. Its Quickstart option can launch your Winsock and SLIP/PPP dialer program, make a connection and load up to six applications -- all with one mouse-click. Setting up applications is similar to creating a new Program Item in Windows. You can also specify command-line parameters that will be passed to an application upon launch. When you switch to another application, ICC minimizes the current application and saves its screen size and location, providing efficient management of several simultaneously opened applications.

The program requires VBRUN300.DLL. Version 1.18 of ICC would not automatically disconnect the NetDial dialer. The main button bar is not resizable. Aside from these minor caveats, ICC is an excellent productivity tool for power Internauts.

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The applications reviewed here and many more are available on Stroud's Consummate Winsock Apps List, <http://home.page.eznet.net/~rwilloug/> and at EZNet's Winsock Archive, <ftp://ftp.eznet.net/pub/win/winsock/>

Forrest H. Stroud is a junior at The University of Texas at Austin. He is currently pursuing a degree and career in Information Systems and Data Communications Management. Stroud can be reached via e-mail at Neuroses@mail.utexas.edu. ◆

The World's Most Popular BBS Software.™

There's a reason why more than 35,000 sysops worldwide run Wildcat! This powerful BBS software is packed with more performance features than any other product on the market. Today's



sysops know they can count on Mustang Software to deliver a complete, feature-rich BBS solution at a real value. In fact, most of the features we include as standard are an extra cost in other products. So it's easy to understand why Wildcat! has been selected by more sysops than any other BBS package.

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A centralized, PC-based system, Wildcat! lets callers send, receive and view messages and files, access external applications and chat 24 hours a day. Wildcat! 4 BBS software is available in four configurations, from single-line up to 250 total connections. So whether you're a home office-based entrepreneur with a single modem or a corporate system administrator running a multi-line customer support hotline, there's a Wildcat! version to fit your needs.

Special features in the Wildcat! base product include a .GIF thumbnailer, support for RIFF graphics, a spell-checking message editor, support

for over 32,000 message conference and file areas, and remote access to all BBS sysop functions. Wildcat! also features sysop-defined language files that let callers select the BBS interface of their choice, and a BBS display screen editor (wcDRAW) that allows the sysop to customize the look of the BBS interface.

"If you're looking to set up your own electronic bulletin board service (BBS), look no further than Mustang Software's new Wildcat! BBS Suite, version 4.0."

- Padraic Boyle, PC Magazine

"Mustang deserves credit for creating a superb successor to its already impressive BBS program."

- Russ Lockwood, Computer Shopper

"To meet demand for features that allow bulletin board systems (BBS) to be tailored individually, Mustang Software's developers rewrote Wildcat! BBS software from top to bottom."

- Sherrie Van Tyle, ElectronicDesign

"Planning to build your own bulletin board system? Mustang Software's major overhaul of its popular Wildcat! BBS software can help."

- PC World



Internet/MHS messaging gateway. wcCODE, a custom online development engine, helps the sysop to quickly develop custom applications or change Wildcat's operation. BASIC-like syntax combined with an Integrated Development Environment (IDE) make it easy to use more than 200 built-in functions.

The Wildcat! BBS Suite.

Designed to move today's corporate environment into the new world of online communications, the industry's first BBS suite includes Mustang's top-of-the-line Wildcat! MultiLine Platinum BBS software with the wcPRO database utility, wcFAX on-demand server, wcGATE Internet/Novell MHS mail gateway and wcCODE development tool kit. The suite allows up to eight BBS lines to be connected to a single PC and supports up to 250 concurrent dial-in callers. The Wildcat! BBS Suite is the ultimate BBS solution.

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*Buy Wildcat! 4 between February 1, 1995 and July 31, 1995, and mail in this coupon - along with your product registration card - to receive our CD-ROM while supplies last. Void where prohibited by law. Offer good only for purchases of Wildcat! 4 when coupon is accompanied with product registration card.



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dynamic RIP menus

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MakeMenu menu tree designer

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MAKEQUES questionnaire facility

wcFILE CD-ROM file
description processor

wcPROMPT prompt editor

wcPACK message packer

wcMODEM modem setup utility

wcNODE activity viewer

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Access to Internet E-mail, Usenet News
and MHS (wcGATE add-on)

Access to custom Wildcat! applications
(wcCODE add-on)



MUSTANG SOFTWARE PACKS MORE INTO THE BOX THAN ANY OTHER MANUFACTURER

BABB'S BOOKMARKS

by Chris Babb

Scenario #1, many years ago...

You buy a really cool piece of software or hardware, drive 80mph to get it home and installed, boot the machine or run the program and... it don't work. Crap. So you open the manual, get the phone number of the manufacturer (voice of course), call, wait, talk, explain, beg, wait, justify your existence and then supply your name, address, place and date of birth, your mother's father's daughter's maiden name, neck girth, sexual orientation and assorted other details just to get the latest driver or update, that will make this crummy piece of software (that you thought was cool but now hate) work. Let me not even mention the days, weeks or months spent waiting for it to actually unvaporize itself out of thin air. This, of course, while the program or piece of hardware would sometimes just sit and rot while we waited ever so impatiently for a fix to arrive.

Gee, wasn't that fun? It sucked, actually. How about the countless hours spent waiting on the phone for tech support person(nel)? Or the countless hours trying to figure it out for yourself because the wonderful supplier of this amazing piece of software or hardware that you bought, with grandiose expectations that your day would be made glorious because some despicable task would be automagically automated, forgot that it was broken for every machine in the world except the custom built machine that it was programmed or designed on, which was really nothing like any normal user could obtain or afford? Oooo, cool. It could easily cause blood pressure device manufacturers to beat on my door, trying to see just how high their devices could measure. Actually, I would get to the point of crushing 5.25" disks, with immense pressure and force, and getting..... rotten cabbage and tomatoes?!?! Cool, something to pummel them with. I really do miss those days. Yeah right, they're about as much fun as having a one-legged man in a butt kicking contest.

Let's jump ahead, to Scenario #2, today...

You buy a really cool piece of software or hardware, drive 80mph to get it home and installed, boot the machine or run the program and... it don't work. Crap. (Some things never change.) So you open the manual, get the phone number of the manufacturer's BBS, or CompuServe address or America Online address or ...INTERNET ADDRESS... and voila (not vwa-la... I say ve-o-la), instant access to the latest updates, drivers and fixes. If you're lucky, you can even read tech support messages and see for yourself that you are not the only person in existence who is using a broken piece of hardware or software, contrary to what most tech support people want you to believe.

Now, I am not trying to slam software manufacturers. I like them actually. I have to because I too am a software engineer during the day (and many nights). It is just that the scenarios presented above have been as much a part of the computer revolution as communications, Online Services and everything else. You just have to take the bad with the good. Would it really be any fun if everything worked the first time? Would you feel that sense of accomplishment that is associated with making something finally work? My personal favorite thing is using the software in its broken state, getting used to the bad performance and bugs and then suddenly being able to make it work and feeling like the money spent was actually a pittance for what it does for you! Amazing how that works.

Really though, my hat gets tipped to software manufacturers. They have an incredibly tough job in taking into account the tons of different computer configurations and software/driver combinations that we force them to account for. Those that persevere, provide the support and resources necessary to make their software work for everyone, get the hat. And a nice hat it is. Those who provide that single tech support person, are BBS and Internet-less, provide only snailmail updates and fixes or who want you to believe that it is your incompetence, stupidity or poor choice in equipment that is causing them a headache, get the rotten cabbage and anything else I can pluck from the landfill and throw at them. I feel so much better now that it's off of my chest.

Maybe you can tell what this month's column is about from the rambling and mumbling I've been doing. Software support on the Internet. We all know that some software manufacturers have had support BBSs for several years now. I am happy to see that many of them are moving or adding support to the Internet. I feel that this is an important step in the right direction. In case you haven't noticed, not just the big players are out there. Many of the little guys are there too, nailing their shingles up for the world to see. Webs, FTPs and Gophers are allowing us to grab the latest software, updates, upgrades and fixes right from our desktops, thus preventing the wait we have never become accustomed to. This also provides for a few other interesting and useful things. The Internet can be a great test-bed for both the big and small to get their products out for us to see and use. I have never before seen or used so many programs in the alpha and beta stages of development available to the general Internet public. If you think about it, the Internet can provide several key things :

- A way for virtually anyone to get into the software business. (See below)
- A unique, world wide advertising network.
- An easy way to provide the always necessary technical support.
- An excellent debugging tool for the programmers due to the numbers of program hungry users with different machine configurations, software combinations and uses. This also helps to get the features most important to us known to the programmers.
- An easy way to distribute updates, upgrades and fixes, sometimes on a daily basis. (Well, for the smaller companies or individuals that is. Still have to wait for the big guys.)
- A world wide audience, eager to lay their hands on the newest ways to make their Internet life more meaningful.
- More ideas and more interesting uses of the capabilities of the Internet.
- More things to do that prevent sleep and real work from actually getting done.
- Larger sales figures for suppliers of caffeinated products (coffee, Jolt, etc.).

On the other hand, we will be deluged with products that serve no purpose, have no support, are short lived and don't even work. Well, this was happening with software for years before the Internet became popular anyway. One good thing for us in this new era in software supply and support is that

the bad are very quickly weeded out from the good. Any complaints about our new capabilities and their pitfalls can be sent to nothing.changes@dont.bother.com.

My expectations and hopes (which are never lived up to, but there is always hope!) are software packages that finally work for us rather than software we are forced to work with along with a huge pile of new, exciting and never dreamed of applications. Revolutionary but totally doable. The future of the Internet is looking and sounding more exciting every single day. For myself, it provides an easy way to stay current and on the "bleeding edge". And, as I always say, a day without a new program or upgrade just plain sucks.

BABB'S BOOKMARKS – JUNE '95

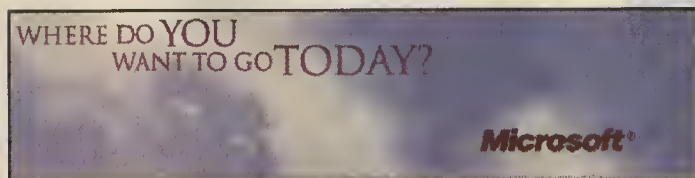
The following is just some of the software support and information that is available on the Web. It runs the gamut from old to new and large to small companies. There are a few in the good to bad range but that is really more geared to the type and comprehensive nature of the site itself. In my opinion, you can't fault anyone who is brave enough to put it online.

SOFTWARE SUPPORT WEB SITES

Here are some of the major players in the software arena. Tech notes, knowledge bases, software and upgrades abound. Don't forget the ever-present advertisements.

Microsoft

<http://www.microsoft.com>



Did it in March, done it again because it fits. Company and product information, the knowledge base (very much a necessity), and the software library of patches, add-ons and upgrades are all very much accessible. Also available is the much talked-about Internet Assistant, a WYSIWYG style HTML creator for Word For Windows along with Word Viewer, a freeware application that allows those without Word, to view and print Word documents. Freeware? From Microsoft? Go figure.

Novell Inc.

<http://www.novell.com/>



Novell is a leader in the network operating system field. Information, tech notes, user groups, and information on other Novell products such as WordPerfect are all found here. Everything is accessible in a rather unique way: you choose the category you want, choose the language you want the information in

and hit the "Go" button. A pretty slick way to make lots of information, which there is here, available and easy to get to. The search features of this site are also quite easy to use and can help you zero in on exactly the information you need from

their extensive collection. Network patches and manuals along with a searchable tech support area help to round this site out and make it an indispensable resource for network administrators and users of any Novell products.

The only complaint that I have about this site is that the Internet Publisher for WordPerfect, which allows you to create Web pages from within WordPerfect, was rather hard to find. Even a search for 'Internet Publisher' turned up nothing. Although the Press Releases for this program said it was available here, I ended up getting it from Aquila BBS. I just figured that a page on the Web would proudly tout their Internet products. Oh well, maybe in the future.

Borland International

<http://www.borland.com/SiteToc.html>

Borland International is another leader in its field. This site contains all the information on Borland products that you could possibly inhale. Also listed are tech notes, user groups, training schedules and a link to their FTP site. The FTP site allows access to a wide range of example programs, technical papers,



patch files and other information related to all Borland products, something I find to be most helpful and an absolute necessity when dealing with applications as configurable and complex as a compiler or database program. If you cannot find the information or support that you need here, Borland has very kindly made available information on all of their different support options. Basic installation information, FAX back service, BBS and other online support areas are described in excruciating detail along with Enhanced, Premium and Pay-As-You-Go plans, all designed to make your life as a developer just a little easier. Another good example of how software support can be made accessible and usable on the Web.

Corel Corporation

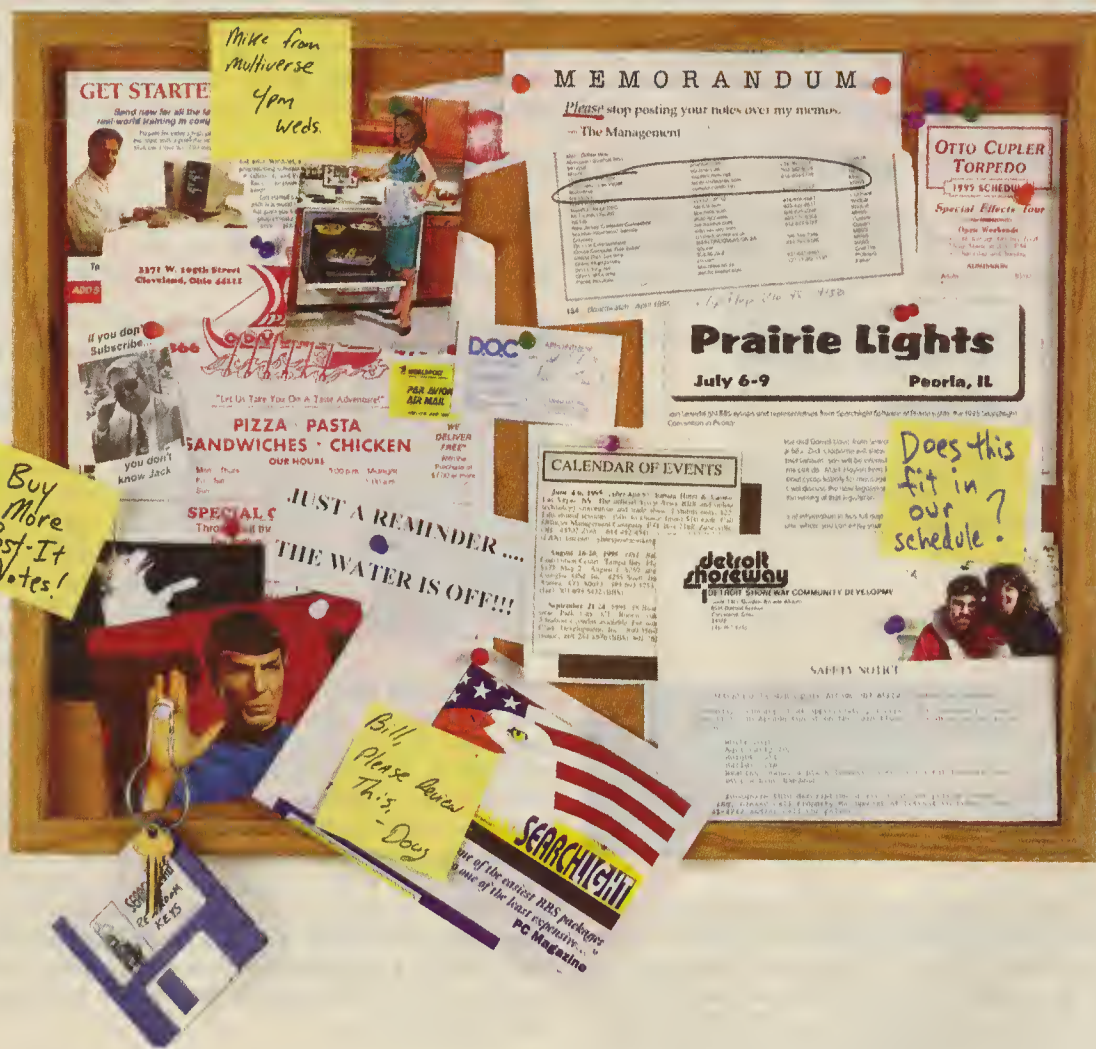
<http://www.corel.ca/>

Corel is a world leader in the graphics and SCSI fields of endeavor. Everyone has heard of CorelDraw and Ventura, haven't they? On and from this site, you can access information on the company, the products, the support options and a soon to be active link to the Corel Knowledge Base.



While there is some good information to be gleaned from these pages, the good stuff is accessed from the CorelNet link. "CorelNET is the independent online resource for all things Corelian, owned and operated by Kazak Communications, Inc., publisher of The CorelDRAW Journal" as the caption goes and it really lives up to its name. Besides just having interesting graphics on the page (Corel Clipart, what else?),

If you can use this,



A successful bulletin board has to be easy to use. Although the one pictured above is about as user friendly as you can get, the manufacturer left out a few of the key features you might need to get up to speed on today's information autobahn.

At Searchlight, we help you bridge the gap with BBS software that puts the emphasis on "easy". Our built-in GUI gives your callers the kind of intuitive interface they already understand. Information browsers make it easier than ever to select, view and download messages and files. Because we use the non-proprietary RIPscrip protocol, callers don't need a special client program to call your BBS. They can

use any RIP or ANSI compatible terminal. And Searchlight is the world's only BBS software that gives you a local RIP interface—so you can see and use graphics on *your* computer (or any computer on your LAN).

But don't let our good looks fool you. Unlimited message and file databases, seamless Internet compatibility and a built in DOS doorway are just some of the features that make Searchlight powerful BBS software. And Searchlight supports RIPscrip 2.0, the new multimedia language from TeleGrafix that lets you incorporate JPEG images and digitized sounds into your BBS quickly and easily.

you can use this.



Since running a user friendly BBS system shouldn't be hard to do, Searchlight makes your job easy, too. From a simple install program that automatically configures your modem, to mouse driven Sysop tools and menu editors, you can set up a custom BBS in just minutes. If you need help, the best technical support in the industry is just a phone call away—and it's *always* free.

We even make it easy to try Searchlight. Our fully functional test drive does everything our regular product can do—we even include our complete manual on disk. To get your free copy, or find out more about Searchlight, call us today. And let us start making life easier for you.

info@searchlight.com

Single line	\$99
3 lines	\$179
10 lines	\$299
Unlimited	\$399



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each one of them will take you to more information on CorelDraw and CorelVentura.

Message bases and discussion areas for all Corel graphics packages highlight this site and provide a great resource for questions, tips and examples from other users of Corel products. The discussion areas also provide tips and hints on some of the strange things people have been noticing about CorelDraw and Win95. In-depth book reviews on just some of the many books currently being published on CorelDraw, PhotoPaint and Ventura are also available along with a for-sale area, job openings, a "Learn How" area, The CARTOONIST Online!™ and a resource area that will keep even the most knowledgeable Corelians busy and informed. What do I like most about this site? It helped me get past a pretty weird and intermittent problem with exporting GIF files from CorelDraw in a matter of, oh, 5 minutes. Pretty impressive. This is a site that I wish most other software vendors would get the hint from.

Corel Draw

<http://brother.cc.monash.edu.au/alst6/com/nate/WWW/corel.html>

I included this "unofficial" site as an example of how an external source can help to enhance the joy of using software as easy-to-use/complex-as-you-choose as CorelDraw. This page is devoted to the CorelDraw user with links to information and FTP sites to help you make the most of CorelDraw.

Quarterdeck Home Page

<http://www.qdeck.com/>

I have been a strong supporter and user of Quarterdeck software since it was first available. I feel it is the easiest to use and most stable of the memory management programs out there. With programs always pushing at the very limits of our physical memory, QEMM is my buddy and has gotten me out of many a jam both at home and on the job.

The main page is pretty much devoted to their Web Author and Browser, as you may have guessed. From the looks and sounds of it, this browser may just be a pretty good competitor to Netscape and Mosaic. From here are also links to company information, technical papers, and program information for all Quarterdeck products like QEMM, Desqview and Desqview/X and all of their newest Internet offerings.

You can also download the latest beta version of Quarterdeck's Web Author and Browser for your hard drive's displeasure and browsing and authoring needs. Pretty nice stuff if you ask me. I really enjoy the folder style bookmarking abilities of the Browser. Another fine entry to the field. Just the beginning of the Browser battle in my opinion.

Alpha Software Corporation

<http://id.wing.net/~alpha/index.html>



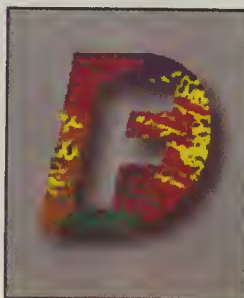
Welcome to Alpha Software!

Maker of really fun and easy-to-use Database programs, I have found Alpha 5 to be the most useful database program in my vast disk vault of software. This site is currently under construction, even as I type, and should be available by the time you read this article. It currently contains some excellent information on the company and the Alpha 5 Database program. It will contain technical information, software patches and documentation upgrades, ordering abilities and information on future products by the time you read this. If it is not ready by then, I say, let's get the torches and pitchforks and let them know... we want our Web!

Fractal Design

<http://www.fractal.com>

I really like Fractal Design. Painter 3.1 has such awesome capabilities that I always feel as though I am a kid in a toy store whenever I start this program up. I wish there were a few more hours in a day, just so I could spend them using Painter. I wish Wacom would produce a Win95 driver for the Artpad so I can really use Painter to its fullest. (Is this a slam on Wacom? Yep.) One thing that really got me a hoppin' was when I got the Painter 3.1 upgrade (off of their FTP site) and saw that there was some very basic Web consideration given to the saving of GIF files (which was also added along with JPG support). This was the first I have seen on any professional programs actually available as a release version. Through this conduit, I salute Fractal Design for their hopes (that people use this program for designing Webs graphics) and foresight. Please keep it up.



As you would expect from a leader in graphic paint programs, this site has visually appealing graphics on it. Not enough though. I want to see pages and pages and pages of the outstanding capabilities of this program! More! More! The customary company and product information is available along with visually appealing product information on all of their packages. Tech support information and tech notes are also available along with the soon to be standard (there go my hopes again) link to their FTP site for product demos, patches and add-ons. Marvelous. (<ftp://ftp.fractal.com>)

Creative Labs

<http://www.creaf.com>



Creative Labs has always been a part of my computer's sound capabilities. Why? Because it is compatible with everything. Not only that, but it also has the capability to have some of the new Wave Table daughterboards plugged right onto it. I currently use the Ensoniq Soundscape daughterboard and have had ear shattering results. It really blows my mind (and

ears) that I have a synthesizer in my machine smaller than a postcard that produces the sound that used to come out of a full sized keyboard and for lots less cash. I played a few sequences through it and instantly had goose pimples. I love music; didn't know that, did you? Anyway, this site again has the customary company and product information, tech support information that is currently being constructed (there is some good information there now) and a link to their FTP site. About the only thing missing are sound samples. Maybe a good .WAV of what the AWE or WaveBlaster sounds like would be prudent at this juncture.

INTERNET CLIENT SOFTWARE SUPPORT

This is where the fun and usefulness of the Internet begins. These sites range from information and preview to support, technotes, other supporting links and the actual software and updates. Very necessary to Internet and Web users and only but a few of the many available.

Welcome to Netscape

<http://www.mcom.com/>

We all know who Netscape is. Most everyone seems to be using it. The new not-ugly-N is really very clever and I always think of comets instead of meteors as the description says. Is this a play on someone or something? Very clever, Netscape. This site has everything a serious Web user and designer could ever want. From links to "Cool Sites" to "How To Create Web Services" and everything in between. There are also links to Netscape's FTP server and all the helper applications you will need to make Web browsing the pleasure it should be. A must for Netscape fans.

NCSA Mosaic for Microsoft Windows

<http://www.ncsa.uiuc.edu/SDG/Software/WinMosaic/>

We all also know who Mosaic is. This browser has come a long long way in the last few months and has features that I wish were in Netscape. And features in Netscape that I wish were in Mosaic. All in all, it works pretty good and has good support to go along with it. This site tends to stay with the subject matter. It is all Mosaic and has links to everything Mosaic. A must for Mosaic fans.

Free Agent

<http://www.forteinc.com/forte/>



Free Agent seems to have become a very popular Newsreader in the last few months. Forte created quite a stir in the newsgroups when this page was first put on the Web. The page was released and an announcement was made that this program would soon be available. One quick look at this page and I knew that this program was going to be a winner. Seems like everyone else was thinking the same way because the interest in this program got to the point where someone actually found a pre-pre-release copy on their FTP site. Before Forte realized it, everyone was downloading it. I can still hear the groan of dismay when they dropped a text file in its place asking everyone to wait until it was released for wide public beta.

I think that Forte has used the Internet and specifically, the Web, to its best advantage. Let the facts speak for themselves. On the first page of their site I found this: "We've received lots of very positive feedback, along with many constructive suggestions for making the software even better. Some of these, such as improved binary file decoding, are already reflected in our first beta upissue release which is now available for downloading." This is the prime example of how I hope the Internet will be used for software vendors in the future. Another salute. And yes, I still use Free Agent each and every day. It does what I want and need.

Internet Phone

<http://www.vocaltec.com/>

This program took off like gangbusters back in February/March when it was made available. A lot of this had to do with the capabilities that it allows for anyone with an Internet connection. It is also another prime example of how to use the Web and newsgroups to stir interest in a program and its capabilities. Vocaltec was a major winner with this one. There is something to be said about being able to look at a visually exciting thing like a Web page. I just don't get the same feeling or satisfaction by looking at a program name on an FTP or Gopher site. Think about it this way. When you flip through Boardwatch or any other magazine, what exactly is it that catches your eye? Is it the small text-only ads in the back of the magazines? Or, is it the nice full color ads that show off something about the item being advertised? I look at both, but I look at the visually stimulating stuff first and remember it last. I guess the Web can be, at times, like one giant bitzine. Only without all those icky bingo cards that always seem to fall out and litter the floor.



This site really gets you excited about the capabilities that the Internet Phone has to offer by providing hype and real world ideas on how this program can be used by everyone. There are also frequently asked questions, software and hardware requirements for using the IPHONE, information on using the IPHONE with portable computers, links to their FTP

site and a form for ordering your very own registered copy which is a must for any serious iPhone user.

NUTSITE OF THE MONTH

I have found another entrant for the NutSite of the month. Most interesting, if not a little off the wall. I think I'll be staying away from sites that have exploding stuff on them for now. No sense in getting the attention of the militia groups or something even more dangerous.

Putrid Afterthought

<http://bazaar.com/Art/mendoza.html>

On the first page of this site it says and I quote, "Putrid Afterthought is what is seen at the end of the double-barreled, shotgunned cesspool of hyper-reality. View at your own risk. May cause irreparable libidinal damage." Yep. That just about says it all. This site is stuffed full of interesting stuff. Celibate Anathema is a rather unique collection of digital art. Some of it quite stunning. The subject material may be a little off color but really, who cares. It looks cool. I personally enjoyed the Internet Crime Archives. This is an

interesting collection of information and pictures of some of the serial killers in the last few years. In fact, this page alone was the prime motivator in getting it named for this month's NutSite. Look at all those grisly little thumbnails of someone who had a run-in with that double-barreled shotgun mentioned in the opening credits. Yech. Well, whatever floats your boat as I say. There is more but I think I have said enough for now. View this page at

your own risk. Yech-mail to me will be returned postage due.

Things should be getting very interesting as the summer wears on. In between enjoying the summer weather and dodging all the tornadoes we seem to be getting here in the Land 'O Lincoln, I think these sites should keep everyone pretty busy for a while.

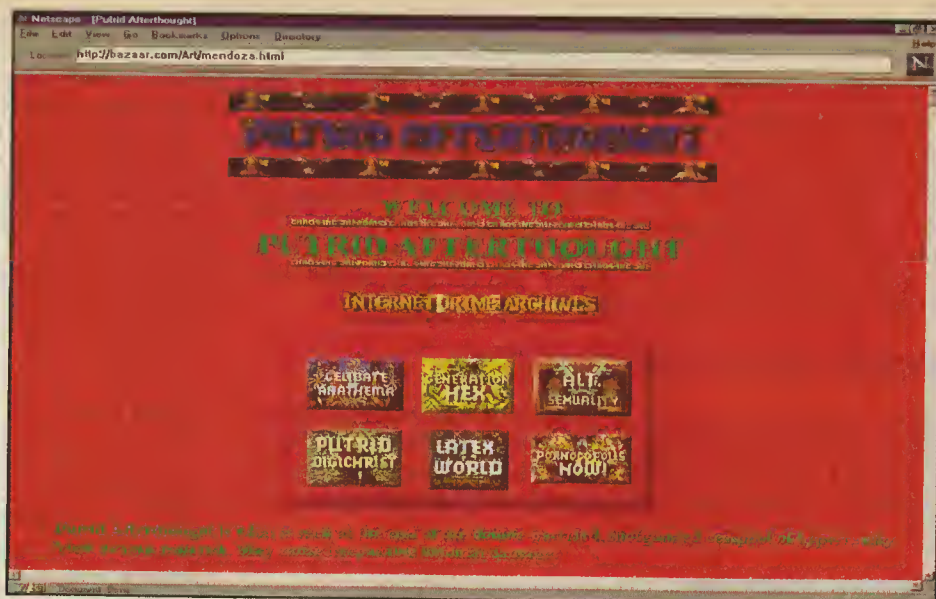
If you desire more pages like these, I suggest that you use the Web search utilities or even just start typing the names of your favorite software vendor to see if you can find them. Just try www.company.com and various combinations thereof. You would be quite surprised at what you will find out there. I also urge everyone to visit the Babb's Bookmarks Homepage for these sites along with many more relating to software support on the Internet. I also have all of my past articles, linked and available for your mouse clicking pleasure. A great way to avoid carpal tunnel syndrome. They are always a treat and there is always something new, or something. Click (or type) your way to:

<http://www.aquila.com/babbs.bookmarks/>

I am still looking for reader-submitted sites, people! I have been getting only a few here and there and I'd like to see more! If you have a site you feel should be featured here or is a candidate for my NutSite of the month or any comments in general, I'd love to hear them. Feel free to e-mail me at:

e-mail://chris.babb@aquila.com

Happy Surfing! ♦



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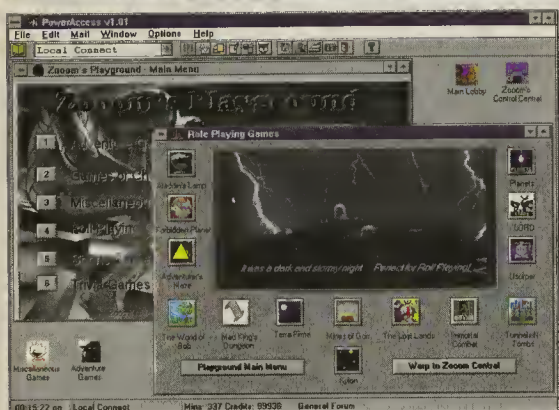
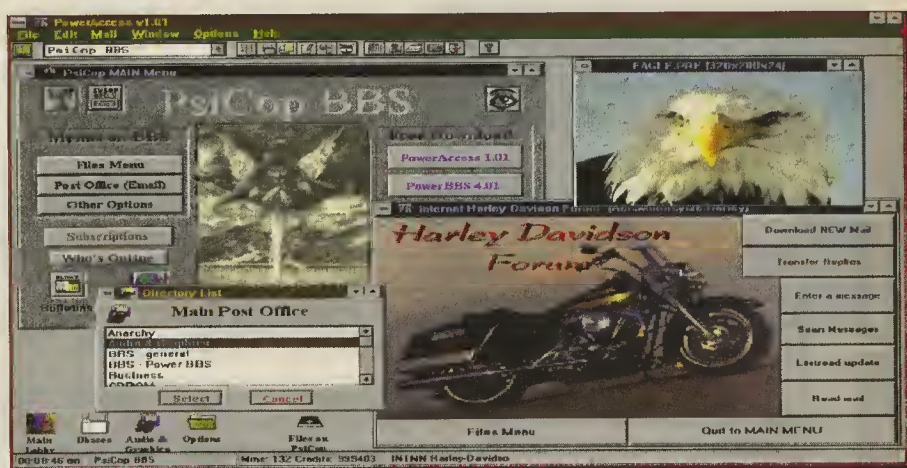
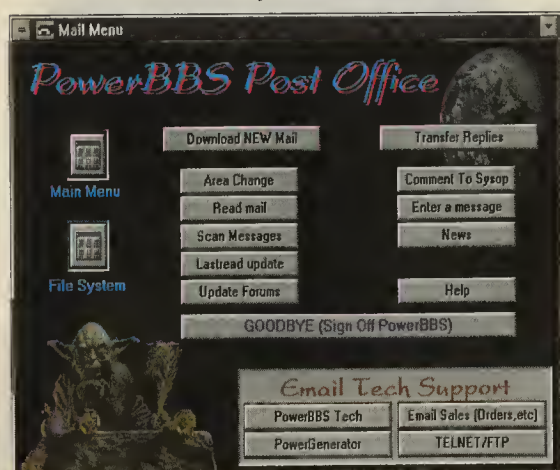
Windows client available Q3 this year.

Interface Builders
P.O. Box 5987, Ketchum, ID 83340
(208) 726-5232 intbuild@well.com

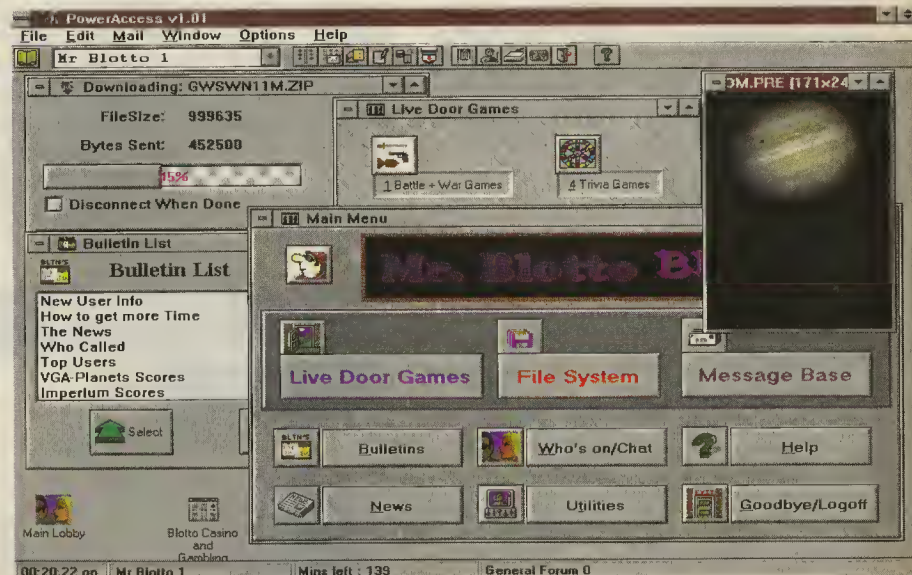
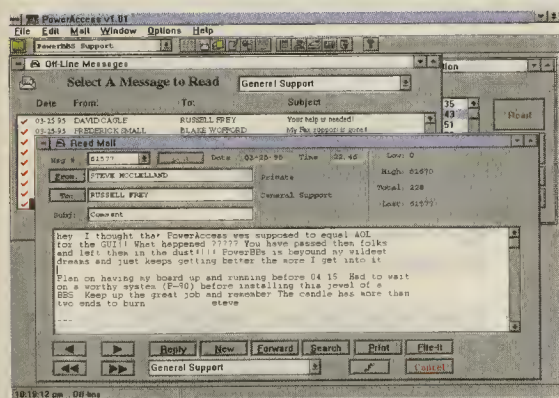
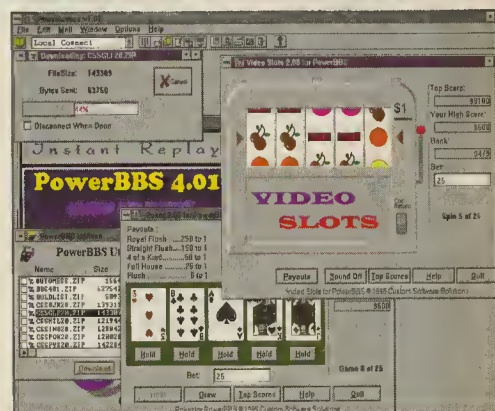


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COOKING IN CYBERSPACE

by Bill Eager



Mary Sue Milliken, chef and partner in the Los Angeles restaurant The Border Grill, has written two cookbooks and hosts a TV series on the Food Network and a weekly cooking radio show. Why would this well-known chef cruise the Internet looking for cooking related sites? Mary Sue puts it simply: "You never know everything. It's like every other medium, there's a lot of great information you can get from the Internet."

What type of information? Try thousands of recipes, menus from around the world, interactive cookbooks, reviews of restaurants and online ordering. As a restaurant owner, Mary Sue also sees business applications. She says, "I can see myself checking out produce prices across the country." In fact, The Border Grill (which was named one of the 40 best restaurants in the city by the *Los Angeles Times*) is developing a World Wide Web site that'll have a recipe of the week, photographs of the restaurant, an online menu and visitors can join a mailing list and even make reservations.

The Internet is an all-in-one electronic cookbook, grocery store and restaurant, complete with cooking and food-related Web and gopher sites, FTP files and USENET newsgroups. It doesn't matter whether you're a five-star chef trying to source an exotic ingredient or a couch potato who enjoys experimenting with Jell-O — there are resources just for you.

Each type of Internet system offers unique resources. Newsgroups, for example, are interactive. If you've got a food or cooking related question that requires input from someone else, your best bet is to find an appropriate newsgroup and post your question: "How Do I Make Fluffy Rice?" or "What's a Good Restaurant in Detroit?" Web sites provide images of food, a wealth of restau-

rant reviews, and sell food ranging from hot sauces to T-bone steaks. You can even order a pizza via the Web.

If you're specifically looking for recipes, gopher and FTP sites maintain thousands of documents and files that'll help you create world-class asparagus soup or rack of lamb. You can use a Web browser like Netscape to access Web, gopher, FTP and newsgroup resources. This article takes you on a tour of Internet resources devoted to recipes and cooking; cyberstores that sell food and restaurants that have a presence on the Net.

AND A PINCH OF SALT ... CYBER RECIPES

To begin our savory journey let's look at a variety of sites that offer recipes. Open your favorite browser and enter <http://www.eat.com/>. You couldn't register a better domain name for a cooking site, and Ragu (the spaghetti sauce people) took complete advantage of it (see figure 1). First, Mama (the motherly looking woman who graces Ragu bottles) tells you not to play with your food or talk with your mouth full. In the spirit of Italian living and eating you can learn to speak Italian, find out about cities and architecture in Italy, read amusing dinner stories which readers submit to Mama, and find good Italian recipes. In fact, you can use Boolean searches (where you fine-tune a search with the words "and," "or," and "but") to locate specific recipes. For example, the search "basil and onion" turns up more than a dozen recipes including linguini with zucchini & cheese, fettuccine primavera, minestrone soup and garden ratatouille. Following are reviews of other Web sites which focus on the fine art of cooking.

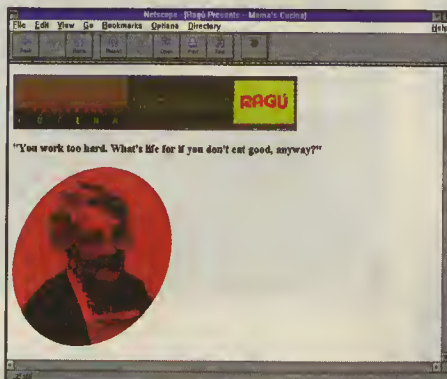
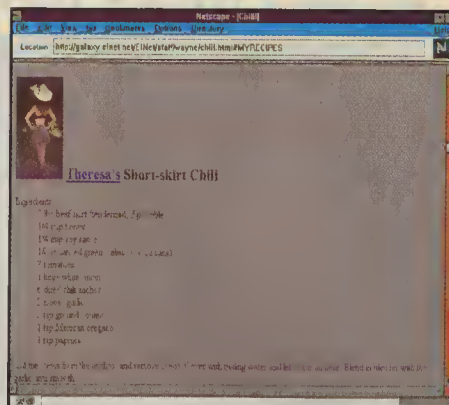


Figure 1.
At Ragu's home page Mama will give you some good Italian advice (not all of it has to do with cooking).

CHILI!

<http://galaxy.einet.net/EINet/staff/wayne/chili.html>



If you think there's only one way to prepare chili then think again! This hot page will make you sweat with recipes for Buffalo Hump Chili, Green Chili Stew, Hard Hat Chili and Carol's Mom's Green Chili. Enjoy the really nice GIFs of red and green chilis.

HAWAIIAN RECIPES AT AUNTY LEILANI'S COOKING SHOW

<http://hisurf.aloha.com/Recipes.html>

You can prepare an authentic and full course starting with the Internet Island Fruit Salad, move on to Lolo's Ono Aku Poki and wrap-up with a pineapple cream cheese pie. After you've prepared and eaten these dishes, start your diet. Lots of links to other Hawaii Web sites.

RECIPE ARCHIVE INDEX

<http://www.vuw.ac.nz/who/Amy.Gale/recipes/>

If you're looking for a recipe this should be stop numero uno. There are hundreds of recipes organized into categories. Start with appetizers and move alphabetically through bread, cake, casseroles, desserts, ethnic dishes - you get the idea. Gathered from the newsgroup **rec.food.recipes**, you'll find some very unusual cooking options such as Squash and Orange Soup as well as standbys like pepper steak.

RECIPE FOLDER

<http://english-server.hss.cmu.edu/Recipes.html>

This recipe site offers an extensive hyperlink list of recipes. What's really

interesting is that the recipes (and links) take you to mailing list archives, newsgroup messages, gopher, FTP and Web sites. Recipes are divided into three main categories: vegetarian, dead animals (beef, chicken, pork and seafood); and a third category which encompasses desserts, salads, drinks, and regional dishes.

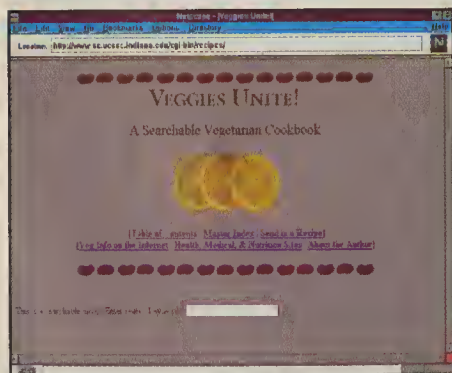
RECIPES OF THE INSTITUTE OF NUCLEAR CHEMISTRY

<http://dkcmzc.chemie.uni-mainz.de/~FRANZ/recipes.html>

The chemists and physicists at this German-based Institute have collected their favorite recipes. There's even a tie-in with the Institute itself as the home page proclaims that alcohol can help prevent radiation sickness. Recipes are available in both English and German, and since Germany uses the metric system there's a handy conversion chart. (The Internet is truly an international system). There are some dishes which you'd expect to find in other countries such as veal stew, jambalaya and spinach lasagna, then many that are VERY German such as spaetzle and riesling soup.

VEGGIES UNITE!

<http://www-sc.ucssc.indiana.edu/cgi-bin/recipes/>



This is a great site for those folks who prefer not to eat meat. There are more than 900 recipes here and you can keyword search for specific recipes. A search for "broccoli" found 39 different culinary delights. To keep this site growing there's even an interactive form where you can enter your own recipe and submit it.

A POUND OF COFFEE AND THREE T-BONE STEAKS

The food industry seems to be going back to its roots. One hundred years

ago every city and town had specialty stores which sold specific types of food: vegetable markets, a butcher, a pharmacy, etcetera. Lately supermarkets and super stores tried to do it all, but in both the real world and cyberspace we're witnessing a revival of specialty shops - stores that sell products for people who love coffee, beef, chocolate, wine and more. If you're using a Web browser with forms capability you can enter your order, then your credit card number and receive an order within 24 hours.

CAFE MAM

<http://mmink.cts.com/mmink/dossiers/cafemam.html>

If you're getting a headache from staring at your monitor it's time for a coffee break. This Web site can help you learn about and purchase coffee beans. If you place an order before noon Pacific Time, they'll roast beans and ship your selection the same day.

FINE FOOD EMPORIUM HOME PAGE

<http://www.food.emporium.com/>

This catalog of gourmet foods features companies based in California. You can stock up on 5 pounds of San Luis hot Italian pork sausage for \$18.25 or try a Napa Valley wine cake for around \$25. There are also a few gourmet recipes and a "Fine Food" magazine.

GODIVA ONLINE HOME PAGE

<http://godiva.com/>



The home page states: "A Chocolate Lover's Playground." Indeed. There are recipes for many different chocolate delights, a glossary of chocolate terms, images of desserts that feature chocolate and you can get "instant chocolate gratification" by ordering online.

HOT, HOT, HOT

<http://www.presence.com/hot/>

In addition to having what appears to be the world's largest collection of hot sauces, this Web site has terrific graphics. Choose from and order sauces with names like Dave's Insanity Sauce, Pure Hell and Scorned Woman Hot Sauce.

Your mouth is burning up and it feels great. You must have ordered one of the more than 100 fiery products at the Hot, Hot, Hot Web site.



OMAHA STEAKS

<http://www.internet.net/OSI/>

Meat lovers wake up. Choose from filet mignon, strip sirloin, prime rib, even gourmet steak burgers. Detailed descriptions, images and online ordering make this a perfect Internet site for anyone who owns a grill.

LET'S GO OUT FOR DINNER

Being served a meal is frequently an attractive alternative to buying food, finding a recipe and preparing dinner. You can use the Internet to locate a good restaurant, or even order a meal. Here are a few good starting places:

BOSTON

<http://genoa.osf.org:8001/boston-food/>

With it's "bean-town" nickname you'd think that Boston offers a limited cuisine. This Web site proves that that's not the case. There are reviews of more than 1,000 different restaurants which offer everything from Afghan to Vietnamese. What makes this site especially exciting is that you can use a

series of pull-down forms-based menus to actively search for a restaurant (and its review) by location, cuisine and price range. For example, you could select Cambridge - Harvard Square, seafood and \$10 - \$25 and quickly locate the Dolphin Seafood restaurant which serves clam chowder and catfish, but doesn't have dolphin on the menu. The site keeps growing as visitors enter their own reviews.

RELAIS & CHATEAUX

<http://www.calvacom.fr/relais/accueil.html>

This is the home page for a chain of 400 luxury hotels and restaurants located in 34 countries around the world. You weave your way through a

series of maps to locate a specific restaurant. If you've got the airfare here's a description of a nice one in France: "This luxurious, 100-year-old hunting lodge on the Brie plateau is an elegant haven of relaxation... In the dining room, amidst silks, flowers and precious woods, treat yourself to tradi-

tional specialties: pigeonneau farci au foie gras de canard, charcuteries à l'ancienne, homard breton, tarte fine." For reservations call (33)(1)64259117.

PIZZA HUT

<http://www.pizzahut.com>

If you live in Santa Cruz, CA you can order your pizza via this Web site (figure 1.3). Not a lot of information here, but hey, when you want a pizza this will work! A form lets you select the number of pizzas, toppings, style and size.

Sausage and extra cheese. This Web site lets you order a pizza - but you've gotta live in Santa Cruz, CA if you want it delivered. ♦



OTHER CYBERSPACE COOKING RESOURCES

Certainly the World Wide Web offers a great deal of sites devoted to food and cooking. But don't overlook other Internet systems and, of course, bulletin boards!

CULINARY NETWORK (CHEFNET)

<bbs://218-751-5149>

In a six month period more than 500 chefs and culinary students from around the world logged into a bulletin board system in Bemidji, Minnesota. Gary Holleman operates The Culinary Network BBS which he says "is designed to be more of a communications tool than a library." Chefs can join 15 different forums to discuss culinary arts and share trade secrets. Scheduled meetings help make the live chat sessions more productive.

Voice: 1-800-346-7032

E-mail: //holleman@chefnet.com

HOTELNET

<bbs://303-296-1300>

<telnet://bbs.ossinc.net>

Although most HotelNet users are owners, operators and managers in the hotel and restaurant industry, you'll find a wealth of recipe files and useful shareware programs that can help you organize and manage recipes. HotelNet also offers electronic versions of industry publications such as Lodging Magazine, interac-

tive forums and Internet access. You can log in and try the service for free. Voice: (303)296-9200

<alt.beer> newsgroup

Whether you prefer a light ale, a dark stout or a Bud Light you'll find articles about every type of beer you can buy or make

<rec.food.restaurants> newsgroup

This extremely active newsgroup comes in handy if you are travelling for business or pleasure. Post a note about the city(ies) you're travelling to and ask for recommendations about dining establishments. You'll get a big list of reviews complete with directions to restaurants. It's faster and usually more accurate than asking a local cab driver.

<ftp://ftp.neosoft.com> directory
[/pub/rec.food.recipes/](ftp://pub/rec.food.recipes/)

This is the address for the complete archives of the <rec.food.recipes> newsgroup. In all there are more than 21 megabytes of recipes here. In true FTP server style you need to move down through subdirectories until you find a recipe that matches your specific interest.

<gopher://spinaltap.micro.umn.edu>
Path: [/fun/Recipes](gopher://fun/Recipes)

This popular Gopher site offers numerous recipes covering a wide variety of ethnic areas including Italian, Oriental and Mexican. To access the recipe menus first choose the menu Fun, then Recipes. You'll be cooking up terrific

pasta, potsticks or fajitas in no time. There's also a "search" option which opens a dialog box. For fun I entered the keyword "ham" and was a bit surprised to get a file called "Weird Recipes." A bit more exploration came up with this inexpensive recipe:

1. Warm cream cheese in a microwave to a consistency that is easy to spread.
2. Spread it thinly and evenly on a slice of deli ham.
3. Place a Kosher dill pickle on the edge of the cheese side of the ham and roll it up.
4. Chill this in the refrigerator, then slice into half inch wide pinwheels.
5. Eat. (This looks weird but tastes great.) ♦

Bill has written six Internet books including Que's *The Information Superhighway Illustrated*, *Using The World Wide Web* and *Using the Internet*. As vice-president of Client Services for Online System Services, a Denver-based Internet training and Web site development firm, Bill helps companies and individuals learn how to implement and use the practical applications of the Internet. Bill can be reached at

e-mail: //bill.eager@ossinc.net



Publishing On the Web, Part 6

by Michael Erwin

We have finally reached the CGI Image Maps of HTML publishing. You may or may not know what Image Maps are. I know you have seen hyper-referenced images `<HREF>`, in which you can click on the icon and it will take you somewhere. Now we will setup an image that has "hot spots" – areas of an image which, when clicked upon with the mouse, will take you to another HTML document or run some other CGI (Common Gateway Interface) script. CGI is how WWW browsers talk to or execute programs on a WWW server.

Image Maps are relatively easy to generate. But just as with other CGI scripts, you must have access to your WWW server's configuration files. Recall last month's article in which we covered the configuration of NCSA HTTPD for Windows (*WIN-HTTPD* by Bob Denny). Most other WWW servers, like CERN or Web-Site, will require a different configuration. But most other server types will be close to what I will be doing here. Here we go – hang on!

The first thing we need is an image to display. I am going to use the sample Image Map from the "default" WIN-HTTPD install. Look at **Figure 1**. Nice simple GIF, right? Remember this: simple GIFs make Image Maps that are easiest to work with.

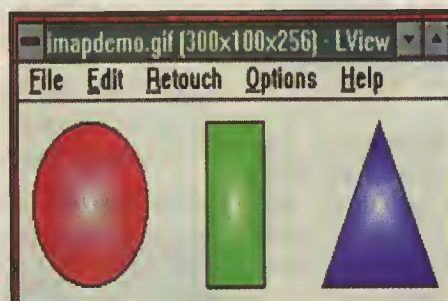


Figure 1

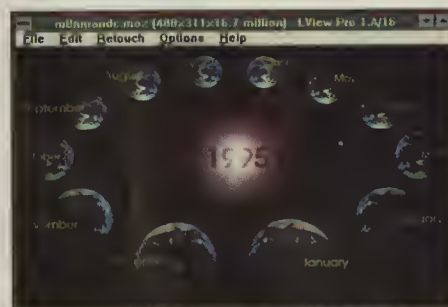


Figure 2



Figure 3

That's not to say you can't do something like what Boardwatch does with one of our main Image Map screens. (**Figure 2**) Or it could be a simple button bar. (**Figure 3**) Line drawings provide clearcut borders that define the hot spots on an Image Map. Photographs normally don't make great Image Maps.

Now that we have our IMAGE, all we need to do is create the MAP. This is the tough part. First, we need to identify the X,Y coordinates of the hot spots we wish to define in the Image. You can use LVIEW or other graphic programs that display the X & Y coordinates of the pointer. If you use UNIX, you can use XView. The map file has a simple syntax:

```
default URL
circle URL x,y,r
rect URL x,y x,y
poly URL x1,y1 x2,y2 ... xN,yN
point URL x,y
```

Map File Format

You can use a simple text editor to create this file. The first thing in a MAP file is the default URL. This is the URL or document to send the client's browser if the user doesn't click on an area that is defined elsewhere in the MAP. In this example, we will send the `/demo/noshape.htm`. (**Listing 1**) This file tells users that they didn't select anything. Just in case you forgot, I am using relative file names. If you look into the `SRM.CNF` file you will see that the default document root directory is `C:\HTTPD\HTDOCS`. This means the WWW server will actually send `C:\HTTPD\HTDOCS\DEMO\NOSHAPE.HTM`.

The next item in the MAP file is the circles that are in our IMAGE. Circles require two sets of x,y coordinates. Our circle's center is at X=50 Y=50, the first x & y coordinate. The second x,y is a point on the perimeter: X=50 and Y=10. (**Listing 1**) The server will calculate the area of the circle so that if the client clicks anywhere within the circle, the server will send the client the file `circle.htm`. Pretty neat huh?

Rectangles are the next area defined by our MAP file. The rectangles require two sets of x,y coordinates. The first set is the upper left corner of the rectangle: X=130 & Y=10. The second set is the lower right corner of the rectangle: X=170 & Y=90. Notice that rectangle is defined with "rect." Again if the client clicks anywhere within the rectangle, the server will send the client the file `rect.htm`. (**Listing 1 & Figure 1**).

The third type of Image Map area is the polygon or "poly" for the MAP file. This is a set of multiple points. This can be any number of x,y coordinates. Our triangle has three vertices: X1=250,Y1=10; X2=210,Y2=90; and X3=290,Y3=90. As with the other defined areas, the server will calculate the area covered by the coordinates, and if the client clicks in that area the server will send the client the URL or file linked to that area.

There is a fourth type of x,y coordinates, called a *point area*. Point areas have a neat characteristic. You only define one set of x,y coordinates. The server sends to the client the defined point's URL or file closest to the area they clicked in. (**Listing 1**) This works great with photographs. That way you don't have to define the whole photograph.

LISTING 1

```
# imapdemo.map
default /demo/noshape.htm
circle /demo/circle.htm 50,50 50,10
rect /demo/rect.htm 130,10 170,90
poly /demo/poly.htm 250,10 210,90 290,90
#point http://www.point.com/point.htm x,y
```

Notice in **Listing 1** that the point definition is remarked out with a # sign. You can send a URL or a file name to the clients' browsers. The order in which defined areas of the MAP file are listed matters. If an area overlaps another area, the server will send the URL or file of the first area in the listing.

LISTING 2

```
<a href="/cgi-win/imagemap.exe/imapdemo">
</img></a><P>
```

Save this file (**Listing 1**) in **C:\HTTPD\CONF\MAPS** as **IMAPDEMO.MAP**. You will need to create one MAP file for each IMAGE for which you plan to create an Image Map. While we're at it, it is a good idea to save all of your map definition files in this same area.

Well, we now have our IMAGE and our MAP file for the image. Now how do we use this wonderful tool in our documents? Look at **Listing 2**. We will put these lines in the page of the HTML document on which we want to use the Image Map. These lines are a simple variation of a standard Hyper-Referenced anchored tag (<a href>). Let's break this down.

The first part of the first line -- <a href= -- starts an anchored hyper-reference. The second part of the reference is the URL, /cgi-win/imagemap.exe/imapdemo in this case. Let's break this down even further.

Line 2 of **Listing 2** references /cgi-win/ because in the file **C:\HTTPD\CONF\SRM.CNF** (**Listing 4**) /cgi-win/ is a defined WinScriptAlias which controls which directories contain our CGI server scripts. So when a client's browser requests something from the subdirectory /cgi-win/ it will actually look in **C:\HTTPD\CGI-WIN** for that file instead of the defined

LISTING 3

```
# Default imagemap.cnf
# C:\HTTPD\CONF\IMAGEMAP.CNF
#
imapdemo : c:\httpd\conf\maps\imapdemo.map
menumap : C:\httpd\conf\maps\menu.map
```

DocumentRoot directory. This will in turn execute the script **IMAGEMAP.EXE**, and look at the **IMAPDEMO** map file that we created in Listing 1.

The next line tells the browser what graphic file to request from the server to display. In this example, the displayed file will be **images/imapdemo.gif** (**Figure 1**). This file is defined with the <IMG SRC= tag. But notice the **ISMAP** statement in this tag. **ISMAP** tells the client's browser that this image IS a MAP image.

The other file we will have to modify is **C:\HTTPD\CONF\IMAGEMAP.CNF**. This file tells the CGI script **IMAGEMAP.EXE** what MAP file to use with the requested alias. In our example, **IMAGEMAP.EXE** will look

into the **IMAPDEMO.MAP** file to learn which x,y coordinates equate to which URL or file. This file will contain all of the aliases for our ImageMap files.

To the client's browser, all this means is that after displaying the image, the browser should expect the user to click somewhere on the image. Once the client clicks on the image, the browser sends the X,Y coordinates back to the WWW server. The server then runs the **IMAGEMAP.EXE** CGI script (**Listing 2**), which looks up the X,Y coordinates in the MAP file **IMAPDEMO** (**Listing 3**). Notice that we didn't put the map files extension .MAP in the HTML document's anchored hyper-referenced tag.

Now some items for you to think about. What happens when someone has a text-only web browser, like LYNX? Right! Absolutely nothing. A text browser cannot render in-line images, so it will not display anything. For that professional touch, when possible make a text version of your ImageMap documents available. This will round out your HTML documents quite nicely. With ImageMaps you can make your web server look GREAT. A word of caution: if your site is really busy, the CGI processing will slow down your WWW server's response, especially if you are running it on a smaller PC.

Next month we will wrap up with those new HTML tags and elements that are out now, and finish working with some of the lesser known tags and elements of HTML. Till next month...

mikee@access.mountain.net

LISTING 4

```
#-----
#
# SRM.CNF
#
# Server resource configuration for NCSA WinHttpd V1.3 (Windows)
#
# NOTE: path defaults are relative to the server's installation
#       directory (ServerRoot). Paths should be given in Unix
#       format (using '/').
#
# Bob Denny <rdenny@netcom.com> 13-Aug-94
#
#-----
#
# DocumentRoot: The directory out of which you will serve your
# documents. By default, all requests are taken from this directory, but
# aliases may be used to point to other locations.
#
# DocumentRoot c:/httpd/htdocs

# DirectoryIndex: Name of the file to use as a pre-written HTML
# directory index. This document, if present, will be opened when the
# server receives a request containing a URL for the directory, instead
# of generating a directory index.
#
# DirectoryIndex index.htm
# AccessFileName: The name of the file to look for in each directory
# for access control information. This file should have a name which is
# blocked from appearing in server-generated indexes!
#
# AccessFileName #haccess.ctl

# =====
# Aliasing and Redirection
# =====
#
# Redirect allows you to tell clients about documents which used to exist
# in your server's namespace, but do not anymore. This allows you to tell
# the clients where to look for the relocated document.
#
# Format: Redirect fakename url
#
# Aliases: Add here as many aliases as you
# need, up to 20. One useful alias to have is #one for the path to the
# icons used for
# the server-# generated directory indexes. The #paths given below in
```



```
#AddIcon /icons/back.gif .. ^~^DIRECTORY^^
AddIcon /icons/menu.gif      ^~^DIRECTORY^^
AddIcon /icons/dblank.gif     ^~^BLANKICON^^
# DefaultIcon is which icon to show for files
#which do not have an icon explicitly set.
#
DefaultIcon /icons/unknown.gif

# AddDescription allows you to place a short
# description after a file in
# server-generated indexes. A better place for
# these are in individual "#haccess.ctf" files in
# individual directories.
#
# Format: AddDescription "description"
# filename
#
# IndexIgnore is a set of filenames which
# directory indexing should ignore
# Here, I've disabled display of our readme and
# access control files, plus anything that starts
# with a "~", which I use for annotation HTML
# documents. I also have disabled some
# common editor backup file names.

# Match is on file NAME.EXT only, and the
# usual * and ? meta-chars apply.
#
# WARNING: Be sure to set an ignore for your
# access control file(s)!!
#
# Format: IndexIgnore name1 name2...
#
IndexIgnore ~* *.bak *.* #readme.htm
#haccess.ctf

## END ##
```

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GENERATING REVENUES FROM WEBSITES

by Eric Schlachter, Esq.

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About the author: Eric Schlachter is an attorney practicing in cyberspace law with the Silicon Valley law firm of Cooley Godward Castro Huddleson and Tatum. He has a law degree and an MBA in Entrepreneurial Finance from UCLA. He is an adjunct professor of Cyberspace Law at the University of San Francisco School of Law.

The hoopla surrounding the Internet is slowly being tempered by the realities of the marketplace. Everyone talks about making money on the Internet, but actually achieving profit has required a clear plan of attack and marketing strategy. The former mantra, "There is easy money to be made!", is slowly being replaced by a new mantra, "How?"

This article will summarize some of the trends I have been seeing in my practice of representing Website entrepreneurs. The outcomes may be surprising. While there is a robust and energetic cadre of Web entrepreneurs, many of them are unprepared for the realities of the Net economy. However, this article should provide the savvy Web entrepreneur with ways to identify and maximize the viability of their Website concept.

OVERVIEW

There are competing "physical space" models for Website concepts that will dictate which sources of revenue are most viable for your concept. The models include:

The subscription model. This approach relies on revenue streams generated from end users.

The shopping mall model. This approach simulates the revenue streams a shopping mall landlord might see, which includes a fixed fee plus performance incentives. This model also includes what I call the "travel agent" model, which more generically represents generating revenues from facilitating and/or closing transactions between end users and vendors.

The advertising model. This approach relies on revenue streams from advertisers.

The computer services model. This approach generates revenues from providing computer services, such as storage space, HTML mark up and design services, and consulting services.

The "ancillary business" model. This

new and important model does not have an easily identifiable physical space analogy. In this model, the revenue streams do not come from the Website per se, but rather are generated through sales of goods or services ancillary to the Website.

1. THE SUBSCRIPTION MODEL

This is a classic business approach, which endeavors to collect revenues from end users, presumably based on the value of the service to the end users. Comparable analogies might include newspaper and magazine subscription rates and the monthly and hourly charges now levied by the big online services and the small subscription BBSs.

However, many Website entrepreneurs are not prepared to hear that the subscription model is uniquely **UNSUITED** for the Web environment.

• Web Culture

First, the nature of the Web dictates that users are accustomed to moving freely from site to site. Sites that require registration, even free, present significant psychological barriers to users' entry. As a result, these sites must offer special and unique services to attract and retain users.

• No Rewards for Distribution Costs

Second, and more importantly, it is a fallacy that subscription models succeed in physical space. For example, in all but the most specialized publications, magazine and newspaper subscription rates cover only the cost of distribution, such as the cost of printing and delivering the content to the end user. Any "profits" are generated from advertisers, not end users.

Another noteworthy example is software and multimedia materials. Many software and multimedia products are now bundled with the hardware at little or no extra cost to the end users. While some mass market software and multimedia products still command high prices, much of the revenues go back into the distribution chain and not to the content creators.

On the Web, the cost of distribution is approaching zero. Therefore, end users will not be willing to pay for any distribution costs. When distribution value is subtracted, the only value rewarded by users is the value of the content--a surprisingly low value.

• Content is Cheap

Although many entrepreneurs are not pre-

pared for this, content is cheap. The other revenue streams I describe in this article will be enough to support a large and robust industry of content developers. This will mean that content will be widely and freely available to end users. "Subscribing" to content will soon seem archaic--if you can get good content for free, only extraordinarily high value content will warrant and receive subscriptions.

This is not to say that end users will not pay for "gatekeepers," or indexers who scan the Net and make the most useful items available. In "drinking from a firehose," users can easily be overwhelmed by the quantity of information available on the Net. As a result, providing indexing services will remain a "profitable" strategy available to Website entrepreneurs. But this approach has two caveats. First, the potential entrepreneur must find and extract revenues from the end users willing to pay; a formidable feat in the anarchistic Net. Second, as with ultra-specialized periodicals that generate profits from their content (and not just their distribution), the number of competitors on related topics and the hyper-specialization required to be an expert dictate that the size of the market for such services on any one topic will be small. Global visionaries need not apply.

• Net Access is a Commodity

Finally, I can sense some readers focusing on the supposed profits that must be accruing to commercial online services based on their high monthly and hourly fees. The problem is that it is not clear that any profits are going to be available in Webspace by trying to mimic the commercial online services. Prodigy is not and never has been profitable, and neither are most commercial BBSs. CompuServe and AOL are both anxiously awaiting Microsoft Network, which will feature a very low monthly fee and will shift the burden of creating revenues to the constituent vendors. With Microsoft placing extreme price pressure on providing Internet access and the explosion of content providers, the commercial online service industry is not going to be for the faint of heart.

Furthermore, to the extent that these services are getting away with high monthly and hourly fees, consider how much of these revenues are being spent on either providing service access or on "distribution" services. The major online services all have their own proprietary--and expensive--network of distributed computers and telephone POPs. Remember, on the Web, end users are not going to pay Websites for this type of infrastructure.

End users *will* pay for Internet access, but it will be to their Internet service provider. Some Website entrepreneurs will also be Internet service providers—but this is not the same as generating revenues from the Website, and entrepreneurs should not be confused on this point.

• Conclusion

The era of end user subscriptions for content is coming to an end. There will always be subscription services, but they will be small in number and size, profiting purely on the high value of the content to a narrow segment of users. Mass market content producers who relied on making profits from the distribution chain will find the users' attitudes and the Net economy quite unforgiving.

2. SHOPPING MALL MODEL

For all the Internet hype, there is one certainty: online commerce will become an industry of mind-boggling proportions. According to Upside Magazine, home catalog shopping was a **\$51 BILLION** industry in 1993—and economics and convenience dictate that this entire industry alone will probably be handled online in the near future.

There are a number of ways that these and other vendors will reach their target audiences. However, one of the best conceptual models is the regional shopping mall—Website entrepreneurs will bundle vendors together in online malls, and then work with the vendors to bring consumers onsite and facilitate commerce.

In a typical shopping center lease, the landlord has a two-tier revenue stream. The landlord charges a base rent and also receives a percentage of the gross sales the vendor actually makes. This structure makes a lot of sense: the base rent covers fixed expenses, while the percentage kicker gives the landlord incentives to bring consumers onsite and put them in a shopping mood.

Similarly, the crafty Website entrepreneur can find potential profits here. The process of setting up a Website is reasonably simple and not extraordinarily expensive, so over time many potential vendors will set up their own Websites. However, the true entrepreneur will recognize that having a Web presence does not translate into sales, and therefore a market discontinuity exists for entrepreneurs to find better ways to bring to the vendor the right kind of shoppers.

I expect that the base rent with percentage kicker model will become a standard model for compensating Websites. It

gives plenty of incentives to the Website entrepreneur while allowing the vendor to pay for results. I like to think of it as a superior model to selling direct marketing mailing lists—the Website is delivering potential customers to the vendor, but the vendor only has to pay for results, not prospective results.

Note, however, that this model works only for transactional relationships. It is easy enough to measure the revenues that come in through transactions made online, but it is difficult to measure when the Website led to other revenues (such as orders through an 800 number or increased in-store sales).

Further, this model is predicated on the availability and security of online financial transactions. There are a number of solutions in the pipeline for credit card encryption and anonymous "digital cash," but at the moment these solutions are not reliable or universally accepted.

3. ADVERTISING MODEL

As juicy a target as online shopping is, the advertising industry is a juicy target in its own right. According to Upside Magazine, in 1993 TV, cable, and classified advertising collectively generated **\$43 BILLION** in revenues. Not all of this will translate into the online sphere, but a large chunk of it will.

The advertising industry can be roughly divided into two segments: mass market advertising and special interest advertising. Because of the difficulty of reaching broad segments of the market while online (other than by the disfavored spamming technique), I suspect that much of the mass market advertising will remain with broadcast/one-to-many media for the foreseeable future and the online industry will see only a small chunk of these revenues.

However, the Web truly shines in narrowcasting, and the ability to reach small, self-selected groups of interested consumers will prove very alluring to advertisers.

Extracting revenues from these advertisers is a little more tricky and requires some savvy marketing on the part of Website entrepreneurs. Because advertisers can set up their own Websites, Websites will need to offer an enhanced ability to identify and pull in the potential consumers valued by advertisers, and will need to document or demonstrate this in a tangible way. There are a number of ways to measure the Website's success, each with its own opportunities and pitfalls.

• "Hits"

One solution I continually encounter in my practice is the use of "hits." Virtually all Website programs allow the sysops to track the number of "hits" the Website is receiving. Some Websites have used this information to indicate the number of "eyeballs" being delivered to the advertisers, and some Websites further charge the advertisers based on the number of hits.

"Hits" is an ambiguous term. Sometimes hits can mean the number of times a screen is displayed. Other times hits means the number of mouse clicks made by users. Either way, hits are a very poor metric.

Frequently, sysop access counts as one or more hits. Unscrupulous sysops can easily run up the tally, but even scrupulous sysops will generate many hundreds of hits a week in the normal course.

Also, hits does not translate into quality viewership. For example, assume that an advertisement is two levels deep. I access the first level and then the second. To exit the second level and return to the introductory screen, I could hit some "go to home" button on the second level screen, or I could just click on the "go back" menu option on Netscape or Mosaic twice. Passing through the first level screen would count as a hit, even if I did not look at the screen a second time (and even if I did, I had seen it previously on my way down to the second level).

There are many other ways to pad the hits count or to register hits without receiving the intended benefits. Although this hits padding is ostensibly more favorable to the Website, I still recommend that Websites do not use this measure at all. Savvy advertisers will clearly not allow it, and unsophisticated advertisers will soon be disenchanted with the dichotomy between charges and results. The Website entrepreneur with an interest in having happy advertisers will use the "hits" measure very judiciously.

• "Per Subscriber"

Currently many Website programs keep data only on the identity of the servers used by individuals who access the Website. This can obscure key data on the number of individuals coming to the site: 500 accesses from a Netcom server could mean accesses by 500 different individuals or 500 accesses by one zealous user.

In the future, Websites will be able break down the aggregated data and

show the number of individuals who accessed the site and the number of accesses per individual. Clearly, potential advertisers will find this information useful, both to see the number of eyeballs they are reaching as well as the depth of interest among those eyeballs. However, even as the technology is developing to do this, Websites are currently having a fair amount of success in generating this information voluntarily. Many Websites have voluntary registration forms that they request users to fill out; surprisingly, users fill the forms out! A central maxim in marketing is to "know your customer" and these forms allow you to do so.

• "Fixed Price" with Bonuses

The other primary approach for charging advertisers is to charge a fixed price per month. This fee is analogous to the advertising fees charged by print periodicals and can and should vary based on the location of the advertisement in the Website and the demographic statistics of the Website.

To develop the demographic statistics, Websites should generate the user information by using registration forms and tracking user/server identity. Hits can be used as a generic metric, so long as this is not the sole measure of Website activity.

We are seeing a cyberspace-unique spin being used in these contexts. Much like the idea of collecting a percentage of transactions generated online, Websites can and should ask for financial compensation if the Website can demonstrate that the user requested and received more information than a generic amount. For example, the Website could use a modified hits metric to charge an increasing amount for each level deeper into an advertisement that a user goes. In such a scheme, if the user goes one level deep, there would be no additional charge; if the user goes a second level, there would be a nominal charge (maybe a nickel per hit); if the user goes deeper, the charge would increase rapidly since this would indicate that the Website has delivered a very interested user. Similarly, if the Website or the advertiser uses a "request for more information" form, the Website should be entitled to a relatively high amount per form submitted (maybe on the order of \$1.00 per form). These progressive payment systems are appropriate in that they again give Websites the incentive to deliver the right kinds of users while the advertiser pays more based on the interest expressed by the user.

Of course, if users are able to order online, the Website should expect to get a percent of the transaction. If your Website can generate results, you should share in the upside!

• Privacy

Websites are uniquely positioned to deliver extremely high-value marketing research information to advertisers. Whether done automatically or based on voluntary user forms, Websites could easily provide advertisers with key information about users: what server they most immediately came from, what server they went to next, or the sequence of mouse clicks and keystrokes each user made. Not only would this information be useful in the aggregate, but it would allow the Websites to provide profiles about each individual user. Websites in turn could sell this information to advertisers and marketing research companies, presumably for significant sums.

There are numerous laws that might govern the disclosure of this information, but consumers and users should not misinterpret this to mean that their information is required to be kept private. On the contrary, it is much more likely that this information can be legally disclosed by Websites, who will have a great deal of financial incentive to do so.

Nevertheless, I believe Websites have an ethical or moral obligation to be circumspect before making these disclosures. My recommendation is that Websites planning to collect and disseminate this information, especially if it involves individual user profiles, should make full and clear disclosure to end users before this information is gathered.

This solution actually should lead to optimal results in a free marketplace, because users who do not wish to make such disclosure will choose to go to other Websites. Meanwhile, Websites who want to gather and disclose this information will have incentives to provide extra-valuable information that will attract users. Note, as an analogy, the ability of companies to set up focus groups, do test screenings of movies, and exchange free coupons for filling out surveys. If users have a choice and full disclosure, they will make the decision right for them.

• Conclusion

I think we are going to see an explosion of advertiser-supported Websites, much akin to the oft-rumored 500 cable channels. Websites are uniquely able to attract and segregate users with narrow but well-defined special interests, and

advertisers will be willing to pay for access to these potential consumers.

However, Website advertising is an area where I believe the fair and ethical sysops can and should win over those looking to make a quick buck. You can use hits as your metric or sell data about your users, but over the medium run these strategies will prove less profitable than using fair metrics and making full disclosure. Website administration is a multiple iteration process--bending the rules to maximize the value of one iteration will negatively affect the value in the next iteration.

4. COMPUTER SERVICES MODEL

Website sysops can find a lucrative set of revenue streams by offering various forms of computer services. Especially given the volume of technically untrained people and companies seeking to get on the Net, Website entrepreneurs find many opportunities to use their valuable expertise and resources.

• Computer Storage/Personal Web Pages

You may encounter people and companies who want a Web presence. You may have extra storage space and bandwidth capacity. Many Websites are using this to offer "Website lites"--that is, Website space and Internet connections without the user having to obtain the hardware.

For example, many Internet service providers now offer users the opportunity to create their personal home pages. With the ability to obtain domain names cheaply, the Website can present these personal pages as their own seemingly autonomous Websites.

One client asked me to draft a contract that charged customers "per page." Clearly "pages" are not a good metric since a home page could contain a large number of links or items making heavy storage and bandwidth demands (such as sound or video files). The client ultimately used storage space as a metric, a very sensible result.

There is a robust industry of entrepreneurs who help people establish their own Website for an initial service fee (see below) and a monthly "storage and bandwidth" charge. I have seen the monthly fees range from \$25 to \$200 per month and more, so it will not take many clients to start the cash flow pouring in.

The lawyer in me demands that I point out an important and dangerous legal pitfall here. The legal issue of whether and when a sysop or sysadmin is liable

for the statements and actions of their users is unsettled right now. It is quite possible that users will abuse their rights and create legal liability for the Website. Some of this liability can be allocated or even avoided contractually, so good contracts are a must in this arena. It would be foolish to bet a company on an uncertain legal risk, or to try to protect it with a weak contract.

- **HTML Mark up and Design Services**

No matter how technically savvy customers are, there are still many reasons why they will seek HTML mark up and design services. A well-linked and good looking page really stands out, and customers know this. Non-technical customers will almost certainly be willing to pay for the mark up and design services—in the case of corporate customers, they may have no problem spending thousands of dollars on these services. The lesson: expect some revenues from these services, and do not give them away.

- **Consulting Services**

Even today, more than 15 years after the introduction of the PC, many consultants make a great living teaching people how to use computers. With the Internet and the Web, the need for support is even greater.

The Website entrepreneur's computer, Internet and Web expertise will be highly prized by customers running around scrambling to "get on the Information Superhighway." Even better, the Website can be the perfect marketing tool for the creator's expertise.

5. ANCILLARY SERVICES

The Net is unique in many ways, but one dimension really stands out. Many users of the Net offer their intellectual product for free, and in the case of personal home pages, sometimes the time investments made are extraordinary.

In some cases this is merely an ego statement: on the Net people can reach a global audience, and some get giddy with the power. In other cases, there is an explicit profit motive that I'll describe in a moment.

In either event, the result is a commodification of content. So much content is being put out for free that users will pay only for indexing or for ultra-high value information.

Truly savvy entrepreneurs have recognized the profit POTENTIAL of putting

information on the Net for free. Time and time again an entrepreneur has started out giving something away for free, only to make countless profits on the next round. A good example is the video game Doom. Other examples have occurred with list moderators who now are the nation's expert on the topic of their list. Or take the example of a client of mine: they are willing to set up vendor storefronts at nominal cost in order to set up relationships with these vendors for highly profitable software and services. Or consider two Silicon Valley lawyers, who have made their "Multimedia Law Primer" ubiquitous on the Web—as an entree to sell their book at \$20.00 a copy, which in turn is an entree to sell their legal services at \$200.00+ an hour!

A well-designed, information-packed, topic-specific Website could be the key to making you the expert in your field. A Website giving away your freeware or shareware could be the key to developing demand for version 2.0 (at \$50 a copy, natch). A well-designed and attractive Website could be the key to landing Website consulting and design business. And a few well-considered co-marketing relationships

could lead to a bonanza of commissions or revenues.

The maxim "help out your peers on the Net" has become good business. In the many-to-many world of the Net, it will be hard to find your customers. By disseminating something that they value and making it widely available, you will create a reason for them to find YOU.

- **Conclusion**

Obviously, the models I have set out do not exist independently. Indeed, good entrepreneurs will find ways to generate revenues from each potential stream. The important lesson is to isolate the revenue streams you are relying on, test whether or not they are sustainable, and find the appropriate ways to maximize them.

We live in a truly amazing era for entrepreneurs. Not since the advent of personal computers in the late 1970s and early 1980s has a \$100 billion plus industry been so wide open to anyone and everyone. The industry is raw and full of pitfalls, but this article has given you many ways to generate revenue. Armed with the right tools and attitude, the possibilities seem bright indeed.

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Play 70 hottest interactive games, chat world-wide on 100 lines.

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TRADERS'
CONNECTION

1-800-753-4223

(Information via voice)

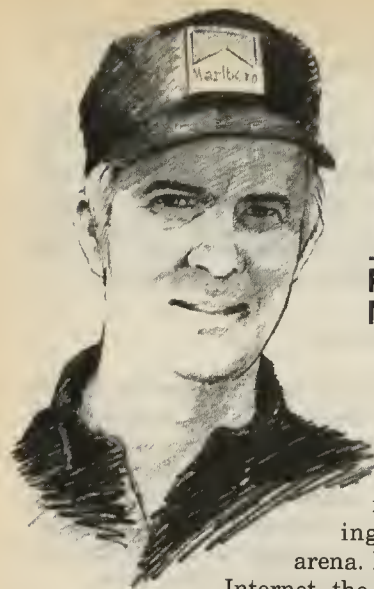
1-800-FUN-TCON

(Information via modem)

1-317-359-5199

(modem info & local access #)

telnet:trader.com



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TECHNOLOGY FRONT

by Jim Thompson
Western News Service

PUBLISHING IN CYBERSPACE WITH COMMUNITYNET ONLINE NEWSPAPER SYSTEM

"Online" is the latest buzzword in the publishing industry. Newspapers, magazines and even private companies that want to communicate with a public audience are rushing to establish a foothold in this new arena. But online publishing – whether on the Internet, the World Wide Web or a private BBS – is not a simple task, especially for a newspaper or magazine where large amounts of diverse data need to be communicated in a clear format.

In many cases, the problem is that the people who are programming such systems do not understand the needs and concerns of the news organizations producing the information.

Pulse Inter@ctive, a division of Pulse Research, Inc., recognized this situation and created *CommunityNET*, a true interactive publishing program. Pulse Research, Inc. is one of the nation's largest publishing research firms. The staff of Pulse Inter@ctive understands the publishing industry along with the needs and concerns of news providers.

"CommunityNET gives publishers the opportunity to put their publication and market online and effectively position the publication as both a local and world wide information hub. CommunityNET is a complete local and global information network inclusive of all local news and advertising from the paper, plus global information through Internet and World Wide Web connectivity," says John Marling, president of Pulse Inter@ctive.

Marling is truly one of the visionaries of the publications industry. "I see this (online system) as an opportunity particularly (suited) for the smaller papers that are constrained by frequency, geographical area or competitive factors. This really levels the playing field and allows a small paper to compete with larger publications," he said.

"I see online marketing as the key to saving many newspapers. In many areas, the retail base has dried

up, thanks to the change in traditional shopping patterns. In many places there is no longer a downtown retail shopping area. This is very hard on a local paper. The online connection can significantly enhance a newspaper's revenue stream. It allows them to offer news and information 24-hours a day. I am not talking just about weekly papers, but also about the many small daily papers across the country," notes Marling.

MIRRORING THE PRINTED EDITION

The CommunityNET program provides a newspaper or magazine with all the elements needed to produce an online publication. More importantly, it allows a news organization to actually reproduce the look and content of their printed version. A newspaper can have layouts, headlines, mastheads, and sections that duplicate those offered in the printed edition.

Best of all, it is presented to the user in an easy-to-use format that is fast and intuitive. CommunityNET is an "online news publication" in every sense of the word. It offers exceptional graphic capabilities along with the ability to display JPEG and BMP files and to playback WAV files.



A newspaper or news organization will find in CommunityNET all the tools needed to produce immediate revenue from an online system. The package provides all the functionality needed to attract local advertisers. This includes sections for the sale and preview of real estate, automotive ads, professional services and employment opportunities. A compre-

hensive online "shopping catalog" includes classified, grocery and retail store advertising information.

Before you run out to buy CommunityNET for use on your 2-line BBS, bear in mind that it was specially designed for use by publishers who want to make the transition to the online world. Most importantly, it is designed to produce revenue for these publications. The basic technology at work here is certainly of interest and within the reach of many small and medium size BBS operators. However, prices start at \$10,000. This price does include hardware, software, setup, customized programming and initial training. A monthly maintenance and tech support contract is available at extra cost. Still, most independent operators will find that the cost of CommunityNET puts it out of their reach.

RIP 2.0: THE FACE OF COMMUNITYNET

At the heart of CommunityNET is RIP 2.0 (Remote Imaging Protocol) technology and the programming talent of Alan McNamee of Advanced Systems Research. With the latest version of RIP, TeleGrafix Communications, Inc. has created a rich environment for the display and transmission of graphics and images.

For the user, the gateway to CommunityNET is *RIPterm* – the terminal program. *RIPterm* contains all the major features needed to call a RIP system or any other type of BBS. File transfer protocols include ASCII, CompuServe QuickB, Kermit, Xmodem, Ymodem, and Zmodem. Terminal emulations include *RIPscrip*, ANSI, Doorway, TTY and VT100. The dialing directory accommodates up to 1,000 entries. A key-stroke macro facility is also available.

Presently only a DOS version of *RIPterm* is available. Windows and Macintosh versions are reportedly in the works. "We fully expect these products to be released by this summer," said Pat Clawson, president and CEO of TeleGrafix Communications, Inc.

A crippled version of *RIPterm* is available at no charge; it does not support additional dialing directory entries, for example. The fully functional version (*RIPterm Professional*) costs \$29.95.

(See Sidebar "The Three Faces of RIP version 2.0" and "TeleGrafix and RIP: More than a Pretty Face" for a full look at the current RIP technology.)

PROGRAMMING EXPERIENCE AND A STABLE PLATFORM

The tools for producing dazzling graphics and user interfaces are only one part of the equation. In all cases, the results are only as good as the programmer. In the case of CommunityNET, the guiding programming force is Alan McNamee of Advanced Systems Research. Alan has done an exquisite job of capturing the concepts outlined by Pulse Inter@ctive. The attractive interface is easy to understand yet provides all the power needed for the display and transmission of sophisticated graphics, photos and images.

CommunityNET was designed to run under TBBS. The TBBS engine provides a stable, highly reliable platform. TBBS option modules also provide the functionality of a fully dBase-compatible database (TDBS), an out-dial module (Interchange), Internet e-mail functions (PIMP) and full connectivity to the Internet via the IPAD.

CommunityNET is a turnkey package that includes everything a newspaper needs to get online. "All needed software, hardware and training are included in the price. On-going technical, marketing and sales training support along with regular updates are available for a monthly fee," notes John Bertoglio, vice president of new media and technology for Pulse Inter@ctive.



The Main Menu of CommunityNET includes mouse-clickable links to the various sections of the publication. These include a shopping catalog, real estate, personal and automotive ads, employment opportunities, news stories and editorials. The program is customized to the needs of the individual publication, so the actual sections and layout will vary.

CUSTOM DESIGN

"We will custom design an online system to parallel a newspaper's information organization and priorities. We will also design it to be in sync with and to support the geographics of the area served by the publication. This is

especially important to the suburban publishers," says Marling. Decisions on custom features are made by the news organization in consultation with Pulse Inter@ctive.

Also on the Main Menu is a News Flash item that lists a news headline and can be linked to a news story, photo or even an audio clip. An e-mail feature that links to the TBBS mail system is also found here. There is also a special 'Go to' command (indicated by an arrow) that allows the user to jump directly to any other menu. This provides a direct path to any section in the online publication.

Facilities are also provided for special ads or information, all of which can mean revenue for a newspaper. Clicking on any of these special items with the mouse calls a text file, graphic, photo, audio file or any combination of these elements. For example, clicking on a box that says "Joe's Car Sales Cuts Prices" might bring up a picture of Joe standing next to one of his fine used cars along with an audio clip of Joe himself saying what a great deal he has for the lucky buyer. (To hear the audio, the user must have a supported sound card installed in his/her computer.)

NEWS AND SPECIAL SECTIONS

The news section allows a publication to break news items into various categories. Political news, entertainment, sports, and business news can all be posted in separate sections similar to a printed newspaper. Best of all, CommunityNET customizes the program so that individual items are displayed along with the newspaper's masthead. The layout can also be duplicated so the online system has a look and feel similar to the original publication.

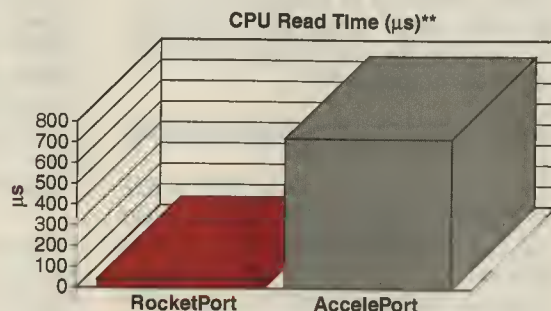


The real estate section provides a graphical interface that allows a user to search for a home by a range of criteria including location, price, size, number of bedrooms or bathrooms or broker. As with all other items, this is a point-and-

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** Measurement based on driver call times.



click system that makes searching about as easy as it can be for the user. A similar system is available for auto and classified ads.

A section called Speak Out is an online user chat area that allows callers to "talk" among themselves.

One feature I especially like is a news story input section. This area allows a correspondent to input his/her own story directly into the online system. This area can also be opened to the public for the inputting of birth and death notices, social and community functions and personal ads. The sysop can choose to have the items immediately available or have them held in a special area until they have been reviewed and approved for publication.

CHOICES TO MEET SPECIAL NEEDS AND BUDGETS

The CommunityNET package is available in various ranges or modules.

The REVENUE MODULE includes the classified shopping catalog, real estate section, automotive section, professional services directory, employment section, Speak Out chat system, calendar of events, e-mail, Internet e-mail and newsgroups via a local service provider and forum areas. Included is hardware for 4 lines and a software license for up to 16 lines.

The COMMUNITY MODULE includes all of the features found in the Revenue Module plus a comprehensive community news program. This program allows for the transmission and display of news items (government, sports, entertainment, recreation business, etc.) with full color photos and key word search. It includes hardware for 8 lines and a license for up to 16 lines.

The CommunityPLUS MODULE includes all the features in the Revenue and Community Modules plus an "in-depth" business-to-business module, youth module, person-to-person module and games module. It includes hardware for 16 lines.

The business-to-business module includes a private chat area for businesses to discuss local issues and exchange ideas, forum areas, business and product advertising areas and a Chamber of Commerce gateway area. The Youth Module is a separate area for the younger callers which includes a chat section, an educational/homework information and exchange area, and a section

where young people are free to create anything that is of interest to them.

For those who want to try the technology before committing to a full package, CommunityNET offers what they call the FIRST STEP Program. A newspaper can choose First Step News, which consists of the news only program, or First Step Classified, which consists of the classified only section of CommunityNET.

CONCLUSIONS

CommunityNET is an excellent system for the small to medium sized newspaper. Although the cost may shock some of the BBS operators who run hobbyist boards, for a newspaper or magazine it is a surprising value. Everything is included—the software, the hardware and the training.

The price also includes full integration into the actual production of the newspaper. According to programmer Alan McNamee, it is designed to run almost completely unattended. Once installed, all of the news stories, advertisements and other items that are changed or added to the printed version of the publication are automatically updated in the online version. This makes CommunityNET a highly efficient, revenue producing system. With the proper promotion, a newspaper should be able to turn this online system into an immediate revenue generator.

"One of our primary missions was to insure that the program could achieve a reasonable possibility of profit in the first year. That is the foundation of CommunityNET," notes Marling.

Pulse Inter@ctive made a wise choice in using TBBS and RIP version 2.0. TBBS is a long-established product that is rock-solid. Its reliability is well known and the operator should have little concern about crashes or other problems. RIP version 2.0 provides all the tools needed for producing a highly effective graphical user interface.

Pulse Inter@ctive also made a wise decision in choosing Alan McNamee for their programmer. Besides being a great guy, Alan is one of the very best programmers in the business. Not only does he have a precise understanding of the key elements of programming, he also has a firm grasp on what a user expects and needs from an online system. This is a rare combination among programmers.

It is also clear that CommunityNET was designed by people who know and understand the business of news publi-

cation. They have provided all the tools needed for an efficient system and some tools that are there simply to protect the publisher. An example of this is the addition of a "banned words" database in the chat area. If a caller uses any of the banned words while in chat, the system automatically disconnects them.

Since they are in the publishing business themselves, Pulse Inter@ctive understands that in news reporting and dissemination, nothing can be left to chance. The delivery system must be reliable and adaptable to the changing needs and demands of the information itself. They have delivered on all of these counts.

CommunityNET is the fast track to online publication. ♦

CONTACTS:

CommunityNET
Pulse Inter@ctive
P.O. Box 230693
Portland, OR 97281
Voice: (503) 292-1146 or
(800) 574-7501
Fax: (503) 292-0144
E-mail: //marling@
pulse-research.com

COST: (note: the following are "introductory prices" and subject to change)

Revenue Module: \$10,000
Community Module: \$15,000
CommunityPLUS Module: \$20,000
First Step Program: \$5,000 (Choice of News or Classified section only)

Alan McNamee
Advanced Systems Research
P.O. Box 157
Marylhurst, Oregon 97036
Voice: (503) 655-7031
BBS: (503) 657-3359

RIP V2.0
TeleGrafix Communications, Inc.
16458 Bolsa Chica, #15
Huntington Beach, CA 92649
Voice: (714) 379-2131
Fax: (714) 379-2132
BBS: (714) 379-2133

COST:
RIPterm: \$29.95 for the full professional version
RIPaint: \$200

ResNova Software Inc.
5011 Argosy Drive, Suite 13,
Huntington Beach, CA 92649.
Voice: (714) 379-9000
Fax: (714) 379-9014

E-mail: //Sales@Resnova.com

THE THREE FACES OF RIP VERSION 2.0

By Jim Thompson
Western News Service

The newest version of *RIP* provides the facilities for creating dazzling graphics and is a marked improvement over previous versions. It is no secret that I have been critical of this technology in the past. That criticism stemmed from the long delay in the final release of *RIP* version 2.0.

As explained by Patrick Clawson, president and CEO of TeleGrafix, "We were at a critical juncture where a choice had to be made between releasing a product that I felt was not as good as it could be or delaying the release date and producing a product that was as good as we know it should be."

TeleGrafix has also addressed the multi-platform issue. In an article released at the beginning of 1995, I noted that no Macintosh or Windows version of *RIPterm* was in development, but Clawson assures me that such is not the case. "We have been working hard on both a Windows, a Macintosh and a Unix version since last year. We fully expect these products to be released by this summer," he said.

TeleGrafix has entered into an agreement with ResNova Software Inc. for the development and marketing of terminal software for Macintosh and Windows users. According to TeleGrafix, the products include *RIPterm 2.0 Professional for the Macintosh* and a series of *RIPscrip 2.0* options for ResNova's *Novaterm Pro* terminal program for Macintosh users. *RIPterm 2.0 Professional for Windows* is also in the works.

RIP 2.0 allows for the transmission and receipt of fully integrated text, graphics, full-color photos and sound. All of this can be transmitted over phone lines or the Internet. The *RIP* terminal program (*RIPterm*) can display JPEG and BMP files. A device-independent bitmap (BMP/DIB) icon format that is new in version 2.0, provides cross-platform compatibility, so screens will reportedly display virtually identical result on both PC and Macintosh computers.

RIPSCRIP

RIPscrip (Remote Imaging Protocol scripting language) is a 7-bit ASCII text-based language protocol allowing for the transmission of graphical images and providing a mouse-clickable interface via a communications link. Since it is 7-bit, the data can be transmitted via the Internet, Compuserve and other nets that use 7-bit ASCII text formats.

The latest version of the software, *RIPscrip 2.0*, allows computers to transmit fully integrated text, high-resolution photographic images and sound over ordinary telephone lines and the Internet extremely quickly. With few exceptions it is also compatible with previous versions of the software.

Serial communications and multimedia effects are handled simultaneously, which means that music can be played while graphics are displayed without interrupting incoming information. *RIPscrip 2.0* can also import Adobe(tm) Type 1 and TrueType(tm) fonts providing a wide range of fonts.

Other features include:

- Binary-to-text encoding for self-contained *RIPscrip* files. This means that a *RIP* file can contain encoded JPEG's, WAV's, BMP's, or any other type of file in addition to *RIPscrip* commands.
- Poly-Bezier drawing commands for flexible curved/filled objects
- An enhanced text variable language
- Fully resolution independent
- Fully color palette independent
- Support for 24-bit color
- Environment context swapping for switching between different window-like objects
- Borderless filled graphical objects
- Two-tone filled patterns and line styles
- Enhanced drawing mode support (XOR, AND, NOT) on all graphics primitives (line, circle, arc, bezier, etc.) for more special effects
- Offscreen drawing ports and high-speed bit-blitting of graphics data. This supports panning and zooming of bitmaps for new effects

TELEGRAFIX'S RIP 2.0: MORE THAN A PRETTY FACE

By Jim Thompson,
Western News Service

The introduction of *RIP 2.0* coupled with the announced collaboration with ResNova, Cykic Software, Inc. and other companies is the first step in what will ultimately be the transformation of TeleGrafix into what is termed a "vertically integrated cyber-media company," according to a company spokesperson.

"We will specialize in the creation, processing, delivery and financing of interactive news and information products in a variety of electronic environments

including the Internet, interactive television and online information systems," said Patrick Clawson, president and CEO of TeleGrafix Communications, Inc. He added that "TeleGrafix is focusing all our efforts on the creation of the tools and content for doing online publishing, broadcasting and commerce. We are not a company that puts out only a graphical interface. We are developing original content products using *RIPscrip 2.0* technologies."

Clawson sees the online world moving away from the traditional BBS and to the World Wide Web. "The corporate marketplace cares only about the Web. It has become like a mantra for the corporate community. One of the main features of *RIPscrip*-enhanced HTML is

that it will add an entirely new presentation level to the Web. You can't draw a circle with HTML. You can do that and a lot more with *RIPscrip*," notes Clawson.

In line with this thinking, TeleGrafix has been working on what has become known as "Project Apache." This is described as a "series of Internet technologies using *RIPscrip*." The first of these is now in beta testing.

"This technology allows you to put *RIPscrip* on top of an existing Web site and to automatically convert HTML on the fly. It is very fast. The end result is that a consumer can dial into a Web site using *RIPterm* version 2.0. They will be able to see everything they could see with

- Multiple color palettes, clipboards/drawing ports, text windows, graphics style, button styles, environment configurations and data backup areas

RIPaint

The graphical information (RIP screen) on the host system is created using *RIPaint 2.0*. This product was not yet available at the time of this writing. My understanding is that there will be both a Windows and a DOS version. The Windows version will reportedly feature point-and-click and drag-and-drop functionality. This means that those with only limited artistic abilities can create decent RIP screens. For those with little or no artistic skills, *RIPaint 2.0* will reportedly include the ability to convert Windows Metafiles, HPGL files, Harvard Graphics files and Corel files to RIP screens.

Other features that will reportedly be included are an improved and easy-to-implement animation ability. This will allow one to create such special effects as fade-to-black, fade in/out or "wipe."

RIPterm

RIPterm is the proprietary terminal program needed by the caller to access a system offering RIP. *RIPterm* is available in a demo version at no charge. This version is fully functional as a terminal program, but does not include access to the scrollbar buffer, the dialing directory, special disk log options, local RIP viewer, Local RIP queries, print screen, user-to-user chat, keystroke macros, local photo viewer or the ability to shell to DOS from within the program.

RIPterm includes a number of nice features. One of them is the ability to run an external application. This allows you to fire up an external program to do other things. For example, you might want to call an external text editor or an offline mail reader, or view graphics files in formats not directly supported by *RIPterm*. You can even link these external programs to a specified file extension. This means that the associated program will be automatically run when a file with the specified extension is received.

The DOS version (which was the only one available at the time of this writing) supports a mouse and includes drivers for the most popular video and sound cards. Of course, not all video and sound cards are supported, so some will not be able to access the higher video resolutions or use the sound capabilities.

In some cases, the DOS version of *RIPterm* does not behave correctly under Windows. I had problems getting the mouse to work properly when running in a DOS Window. Also, when switching from *RIPterm* to Windows, I had problems with the video display. Some of the colors would not display properly and I was often not able to load graphic programs such as Photoshop.

I also experienced difficulty when running *RIPterm Professional* on a Gateway P-5 66-MHZ machine. The program would lock-up while online. At times the program would dump me to the DOS prompt, yet the modem was still connected. At other times, it would re-boot my machine while in the middle of a communications session. I also had no problems when running the Professional version on a Toshiba 486 75-MHZ machine.

Some of these problems will be addressed when the Windows version is released. The program will use Windows drivers which should make it easier for most users to access the higher video resolutions offered by RIP.

RIPterm supports ASCII, CompuServe QuickB, Kermit, Xmodem, Ymodem, and Zmodem protocols and *RIPscrip*, ANSI, Doorway, TTY and VT100 terminal emulations. The dialing directory accommodates up to 1,000 entries. A keystroke macro facility is also available.

The terminal program supports SuperVGA (up to 256 colors, 1024x760 resolution) and includes support for Epson, HP LaserJet and Postscript printers.

RIPterm requires an 80386 or higher IBM-PC compatible computer system running MS-DOS version 3.0 or higher. You will also need at least 2Mb of memory in the system configured as XMS memory (EMS memory is not recognized), a hard drive, and an EGA or greater video adapter. ♦

Mosaic or NetScape but they will see it faster. They will also not have to have a SLIP or PPP connection," said Clawson. Reportedly, once a caller is connected to a Web site equipped with an Apache package, they will be able to go to any other Web site.

It should be noted that I have not seen this technology nor have I talked with anyone outside TeleGrafix who has seen it. Some have told me they have seen a presentation but not a full working version.

Another project is an alliance with Cykic Software Inc. of San Diego, California to market a media server system (MultiBase) dedicated to electronic newspaper publishing and online broadcast-

ing. The system will reportedly "integrate the Internet and World Wide Web with database, audiotext, fax-on-demand, advertising placement and audience measurement technologies." A press release notes, "Since MultiBase is written in assembly language, extremely rapid operating speeds can be achieved for realtime online media environments. Users can configure up to 2,000 connections on a network with MultiBase servers." This system will use the Apache package for the use of RIP over the Internet. As of this writing, it was unclear how close this project is to completion and when it will be in full beta testing.

TeleGrafix Communications, Inc. has announced some very ambitious projects. All of them intriguing. It is

unclear, however, just how far along they are to making these plans a reality. We waited a long time for RIP 2. The result is a fine product, but it is only one piece of a complex mosaic.

TeleGrafix is promising a lot. We are still waiting for *RIPaint* and the Windows and Macintosh versions of *RIPterm* and there are the other projects which have been announced but have still not surfaced as working programs. It is clear that TeleGrafix is headed in the right direction, but there are many hurdles for the runner before the finish line. ♦

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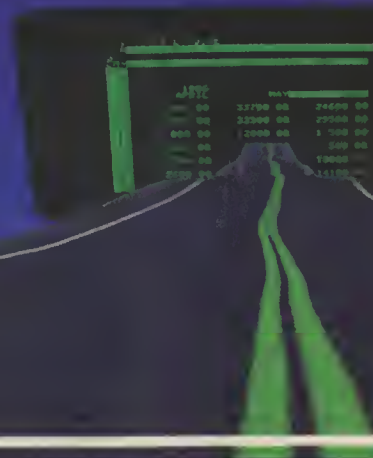
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PC QUOTE - FREE STOCK QUOTES VIA WEB

One of the most maddening, but key elements, of a presence on the Internet that vendors struggle with is what to give away and what to sell. It takes a certain generosity of spirit to be able to play in the online community, and those that don't have it get slaughtered — usually without ever knowing why. Bouncing off the opposite wall are those who give everything away while forgetting to market or sell anything. Somewhere in the middle ground between these extremes lies the success zone. And success on the Internet begins to look like the art of “creatively giving things away.”

PC Quote is a Chicago company that trades in investment information — real time equities quotes, commodities, etc. They provide data to such notables as Compu Serve, AOL, and Charles Schwab and Co., Inc. Their main product seems to be a 112 Kbps real time digital market data feed termed **HyperFeed**. HyperFeed is actually delivered via Spacecom's satellite network using a technology they term FM Cubed. It uses a time-division multiplexed modulation scheme for transmission and it was developed for reliability and addressability. It uses a relatively inexpensive KU band receiver that runs a little over \$700.

To promote the service, PC Quote has hosted a World Wide Web page on Spacecom's server at <http://www.spacecom.com/Participants/pcquote> offering FREE stock quotes

via web. A very simple screen form allows you to either look up the ticker symbol for a company, or get a 15-minute-delayed stock quote for it.

For the kind of serious investor PC Quote aims their HyperFeed at, this service would be of limited use. It's a bit slow, and sometimes doesn't work at all. We've often received SERVER BUSY advisories asking us to try again later. It is, of course, delayed 15 minutes as well from actual market trading. But the novelty of it might attract their attention, and it points well to the HyperFeed product, their stock software for Windows, and their software developers' kit that allows developers to create software in

Visual Basic to access the satellite feed in useful ways.

For very casual stock followers, the ability to enter a symbol and look up a stock is a great capability online. The system seems to be attracting about 2500 unique new visitors each day. The screens are attractive, quite simple to use, and the site provides very useful information on virtually any stock traded anywhere. It is an excellent example of a

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PSI CASHES IN ON "I"WORD

Performance Systems International, Inc. wrapped up their initial public offering in good style during the final week of April. The company sold **3.8 million** shares at **\$12** each — up dramatically from the original projection of **\$7—\$8**. The IPO raised **\$431 million** and the stock immediately jumped to **\$14.75** per share.

This in the face of the fact that this Herndon, Virginia, Internet Services Provider LOST **\$5.3 million** on revenues of **\$15 million** in 1994. The IPO raised **\$45.6 million** and ultimately values the company at about **\$430 million** — nearly

28 times its 1994 gross revenues. And they are losing their largest customer — NYSENet, which had been marketing PSI services to educational institutions to the tune of about **\$2 million** of PSI's 1994 revenues.

Interestingly, PSI had just acquired **The Pipeline Network, Inc.**, a New York Internet service provider, in February for **2.79 million** shares of its own stock, which PSI then valued at **\$4.15** per share. Pipeline may have been the winner there, since the **2.79 million** shares now appear to be worth some **\$41 million**. Pipeline also LOST **\$448,000** on **\$1.16 million** in revenue in 1994. That values

Pipeline at over **35 times** their gross 1994 revenues.

PSI had **3,910** organizational clients and **4,920** individual subscribers as of the end of the year. They currently have points of presence in **99** cities and are expected to use some **\$10 million** of the approximate \$43 million net proceeds of the offering to expand operations into **200 cities**. They intend to introduce PIPELINE USA as a flat-rate SLIP/PPP connection this quarter. Performance Systems International, Inc., **NASDAQ: PSIX**, 11800 Sunrise Valley Dr., Suite 1100, Reston, VA 22091; **(800)PSI-0852**, Internet Mail: **info@psi.com**, Web Server **http://www.psi.net** ♦

THE COMPLEAT INTERNAUT'S TOOLKIT

by David Hakala

e-mail://david.hakala@boardwatch.com

This is a new column, one that may become a regular feature in *Boardwatch* depending on reader response. Its theme is Internet software tools: what's worthwhile, where to get them, how to install them and how they work. The emphasis will be on the last two topics, because installation procedures and technical innards seem to be of intense interest to our readers.

Other publications tend to breeze past these topics with a blithe "After installing the program with the setup utility..." and an ingenuous "It magically performs various functions..." Crap. No program installs without asking the user to make uninformed choices, and the only magic about software is the fact that people manage to use it despite stupid, cryptic error messages, rude mangling of one's other system files and eternally-busy tech support lines. I hope to alleviate some of the angst these realities cause.

Reviews will include MS-DOS programs as well as Windows items. Sorry, Mac, OS/2, UNIX, Amiga and CPM fans: I have no expertise at all in your realms. If you have the writing disease, feel free to submit a review of your favorite Internet tool for possible publication here.

I could do this stuff on the souped-up 486/66 at the office, using a T1 line. But I think that might distort the picture delivered to most of our readers. Furthermore, I hope to encourage vendors to write software that efficiently works under common conditions.

The home-based system on which I will review most programs is humble by many standards: a 486/33 with 8 Mb of RAM and an 18 msec, 340 Mb hard drive. I use Windows 3.1 with a Smartdrive cache of 1024 Kb, and I have not replaced the **COMM.DRV** that came with Windows with one that works. I have indulged myself with a U. S. Robotics 288 Sportster modem and a 16550A buffered UART serial port card. The phone line is ordinary residential grade; indeed, I live in an apartment complex, so crosstalk and line static are facts of life for me. Consequently, I generally limit my port speed to 38,400 bps.

My opening shot addresses a large but shrinking audience: the text-bound Internauts who want graphical access to the World

Wide Web, but who cannot get access to the "essential" TCP/IP, SLIP or PPP services for one reason or another. Here goes:

SLIPKNOT: GRAPHICAL WWW ON A SHELL ACCOUNT

Exploring the World Wide Web requires a dedicated TCP/IP or dialup SLIP/PPP connection, right? Wrong. Many UNIX shell account users can cruise the Web using a text-based browser loaded on their host systems (**lynx** and **www** are the most common examples). But shell users have been shut out of the graphical glory of the World Wide Web -- until recently.

A couple of software products have emerged that work around the limitations of shell accounts to bring full-color, graphical Web visions to shell users. We reviewed one of these useful and clever programs in our March issue: TIA, The Internet Adapter, <http://marketplace.com/tia/>. TIA provides a "pseudo-SLIP" emulation that permits use of graphical browsers and other TCP/IP tools.

TIA must be installed on one's UNIX shell host system, and therein lies a potential problem. The thought of users installing "foreign" executable files on a UNIX system sends some system administrators into hysterical nightmares of virii, Trojan Horses and other things that go bump in the mass storage. You may find it difficult to get permission to install TIA, and doing it on the sly might cost you your shell account -- or your job. Commercial ISPs would rather sell the more lucrative SLIP/PPP accounts than low-rent shell accounts, so they too may put up some resistance to TIA's presence on their systems.

SlipKnot V1.1 (shareware: **\$29.95** registration fee) is a cunning alternative to TIA, one that does not "install" anything more threatening than some text-only script files on the shell host system. It makes use of the **lynx** or **www** text-browser programs available to many shell users. It also needs the Xmodem, Ymodem, Zmodem or Kermit file-transfer protocols; one or more of these protocols is found on any UNIX shell host worthy of the name. The host system must also be able to display file sizes using the **ls -l filename** command, another standard feature on UNIX systems.

SlipKnot consists of two distinct modules: a rudimentary terminal program and a Web "renderer," a separate program that interprets HTML files, displays graphical Web pages to the user, accepts the user's input and passes that input to the terminal program. The terminal program is one's starting point in a *SlipKnot* session.

The terminal program uses a number of scripts to command the resources of your shell account. It uses the host system's text-browser to navigate the Web until it reaches a given HTML page. It then commands the text-browser to download the page's HTML file -- and any in-line graphics files associated with the page -- using the file-transfer protocol you selected during setup. You could do all of this stuff manually, using *Telnet*, *Procomm Plus* or some other ANSI/ASCII terminal program to command the text-browser. SlipKnot's terminal program just eliminates a lot of keystroking.

What SlipKnot's Web renderer does that you can't do while online in text-browser mode is compile the HTML file and its in-line graphics files, and plot them to your screen. The result is interactive access to graphical Web pages. Hypertext links work; when you click on a link, the Web renderer feeds the URL to the terminal program, which in turn passes commands and parameters to the host-based text-browser -- and there you go.

Downloading, compiling and displaying files -- these are the same basic functions that *Netscape*, *Mosaic* or *NetCruiser* perform, but SlipKnot does them without SLIP, PPP or TCP/IP, using a free or dirt-cheap shell account. So who needs SLIP/PPP or TCP/IP?

REASONS TO KEEP YOUR TCP/IP CONNECTION

If you already have a SLIP/PPP or direct TCP/IP connection, don't try saving money by downgrading to a shell account and using SlipKnot. Here's why:

SlipKnot is slow in online operations compared to any TCP/IP connection. It takes about 3-5 times longer to display a single page. Consider what SlipKnot must do to work its "magic:"

1. The Web renderer sends your request for an HTML file to the terminal program.
2. The terminal program sends the request to your host UNIX system.
3. When the requested HTML file is retrieved by your UNIX host, it is placed in your personal directory on the host.
4. The terminal program then downloads the file from your personal directory on the UNIX host to your local hard drive.
5. The Web renderer scans the file, look-

ing for any references to graphics files that must be included in the document when it is displayed. Such images are in separate files still on the remote site.

6. If the Web renderer needs such ancillary files, it requests them from the terminal program, which in turn performs multiple iterations of steps 2 through 4 above.

7. When all the necessary documents are on your local hard drive, the Web renderer converts the images to JPEG format, then "plots" the document using the typefaces you have specified for titles, headers, normal text and so on.

Finally, the document appears on your screen. It is truncated compared to other graphical browsers' presentations. (See **Figure 1**.) This was a "personal design choice" made by author Peter Brooks, who feels that the logical way to take advantage of SlipKnot's ability to display up to five Web pages at once is to overlap them and let the user click on their edges. The market seems to disagree; a full-screen display option is slated for the next version.

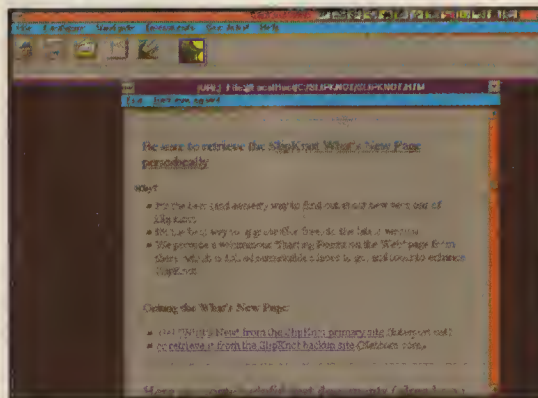


Figure 1

In-line graphics are limited to GIF and XBM files in version 1.1; JPEG and other formats are not automatically retrieved. More image formats will be supported in the next version. According to Brooks, one should be able to click on the white box that indicates a missing image and download it, but neither he nor I could do so during tests on <http://www.boardwatch.com>'s homepage image map.

SlipKnot users are overly burdened with confirmation prompts and status boxes. For example, selecting "Exit" to log off and get out of SlipKnot should be a click-walk-away procedure; instead, the silly thing asks you to click on "OK" to confirm that you know you want to exit the Web renderer, and click *again*

to confirm that you want to disconnect from your UNIX host.

You can telnet to a site from SlipKnot. When you enter a **telnet:// URL**, SlipKnot exits the Web renderer, goes to terminal mode and uses your UNIX host's telnet utility. Results vary from poor to intolerable, as is the case with all UNIX telnet clients we've seen. All SlipKnot does is automate the agony with script files.

SlipKnot v1.1 uses **lynx** to provide anonymous ftp service, again with unreliable results. **Ftp://boardwatch.com** accepts anonymous logons, but I could not get there using SlipKnot; nor could Brooks. I did manage to ftp several other popular sites, some only after several tries. Heavy Internet traffic may account for the intermittent failures, but **lynx** apparently has a consistent problem reaching our PC-based ftp site. The standard UNIX **ftp** utility worked fine for Brooks and me.

Gopher services are available in the registered version of SlipKnot; I tested the shareware release, and have no way of knowing how well gopher works.

REASONS TO USE SLIPKNOT

SlipKnot's ability to save in-line graphics along with their associated HTML pages is a major benefit for people who refer to the same pages over and over (like writers). One can use SlipKnot in local Web renderer mode to view stored pages with their associated graphics. You can't do that with Netscape, Mosaic or most other browsers; you have to connect and revisit

the online page every time to get the whole picture. Reviewing stored pages is one case in which SlipKnot is actually much faster than other browsers. Offline review is also much kinder to the overburdened popular Web servers out there.

Despite my elitist carpings in the preceding section, SlipKnot is the sort of charmingly kludgy, clever shareware workaround that we adore here at *Boardwatch*. It has a long way to go before it becomes as usable as Netscape, but I'm pretty sure it will get there. The path is clear, though the market is shrinking as the price and availability of SLIP/PPP approach those of shell accounts. All it will take is perseverance and attention to details.

I wish them well.

SlipKnot is a product of Micromind, Inc., of New York; (212)866-4864 voice; <http://www.interport.net/slipknot/slipknot.html> e-mail: //pbrooks@micromind.com

SlipKnot V1.1 is distributed in the PKzip archive **SLNOT110.ZIP** (approximately 1.3 Mb). It is available via anonymous ftp from the following sites:

- **North America:**

ftp://oak.oakland.edu/SimTel/
win3/internet/

```
ftp://ftp.netcom.com/pub/pbrooks/  
slipknot/
```

- **Australia:**

```
ftp://cutl.city.unisa.edu.au/pub/  
windows/winsock/
```

- **United Kingdom:**

ftp://sunsite.doc.ic.ac.uk/com
puting/systems/ibmpc/sintel/
win3/internet/

INSTALLATION NOTES

SlipKnot requires the following system resources:

- Minimum 4 Mb of RAM, 8 Mb recommended
- Windows 3.1 running in 386 Enhanced mode; Windows NT has not been tested
- At least 2 Mb of disk space
- A mouse; SlipKnot cannot be driven by keystrokes

Unzip the distribution file to a temporary directory and run the **SETUP.EXE** utility under Windows. You will be asked to confirm or change the default installation directory, **C:\SLIPKNOT**. Installation required no further effort on my part at the office. But at home I was warned that **COMMDLG.DLL** was already in use, and asked to decide whether to abort, retry or ignore the situation. Having no clue what the consequences might be, I retried; the installation proceeded without apparent harm to other applications.

SlipKnot requires considerable configuration after the Program Group is created. I recommend printing out the **README** file (a separate Program Item) and the Windows Help files for “Terminal Setup” and “SlipKnot WEB

Setup,” both of which are available by clicking on Help after invoking SlipKnot.

The program starts up in Terminal mode. Immediately select the Setup menu option, then march through the items on the pulldown menu:

Setup/Communications: Select the appropriate COM port, and specify whether it connects to a modem or is a direct serial connection to a LAN. The latter connection is often found on college campuses. Note that SlipKnot does not support TCP/IP connections; if you have TCP/IP, you don't need SlipKnot! I left the default Modem Reset and Initialization strings alone and had no problems. Others may need to customize these strings with strings that provide optimal results with other terminal programs.

Setup/Terminal: You can change the default font and its size; I prefer FixedSys 11-point. The terminal window automatically resizes as you change font and size, but too large a font will generate a message telling you that the terminal window is now “larger than the size of your screen” and urging you to make the font smaller. Frankly, I couldn’t see what difference it made, since most of one’s time is spent in Web browser mode. You can also change Terminal’s foreground and background colors here.

Setup/Host: Here's where things get "interesting." (See **Figure 2**) You need to configure the Terminal program for your particular shell account system. The setup utility allows for multiple configuration files in case you use multiple shell accounts or log on to one account from different phone numbers. A sample configuration profile is provided; select Make Copy to create a new configuration file.

The Phone number field would be left blank for direct serial connections. Choose the terminal emulation type that your host supports; SlipKnot supports TTY, ANSI, VT52 and VT100.

Note the Send-Receive File setup windows. In these windows, you must specify the UNIX commands that tell your host system to send or receive a file using a specific file-transfer protocol. A pull-down list supplies commands and parameters for a number of Xmodem, Ymodem, Zmodem and Kermit flavors; be sure to choose the fastest protocol supported by your host. If you manually enter a command line, note that the **filename** parameter must be enclosed in

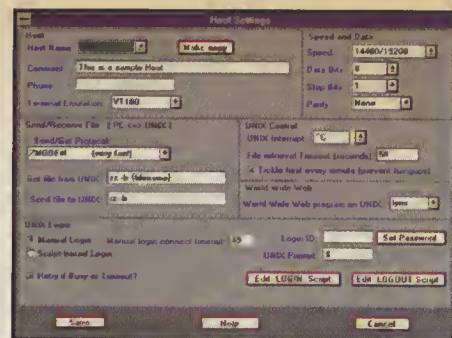


Figure 2: Slipknot Host Setup

curly braces, **{filename}**, not parentheses. In the example shown, **rz** tells the UNIX host to prepare to receive a file using the Zmodem protocol. The **-b** option switch tells the host to receive in binary mode. Since Zmodem sends the filename before uploading it, the **{filename}** parameter is unnecessary in the **rz** command. However, the desired filename must be passed to the host when requesting it to send (**sz**) a file.

Manual versus script-based logins are a matter of personal preference. If you select script-based logins, you will have to edit the login script using Setup/Host's builtin editor. (Curiously, SlipKnot does not seem to use its logout script; it just drops carrier and disconnects.) Most users will need only the "waitfor" and "send" script commands; here's an example of my customized login script:

Sample SlipKnot Login Script

```
dial
# dials my ISP's node; number stored
# in Host Setup

waitfor connect 30
# waits up to 30 seconds for CONNECT
# string

delay 3
# give the host 3 seconds to establish carrier

waitfor "username:" 3
# wait up to 3 seconds for host to send
# "username:" string

send loginld
send "^M"
# sends my username followed by a
# carriage-return

waitfor "password" 20
send password
send "^M"
# waits up to 20 seconds for "password:"
# prompt, sends & Enters it.

waitfor "tinue" 10
```



```
send "c^M"
```

```
# waits up to 10 seconds for "Enter c to continue" prompt, does so.
```

```
waitfor "Inue..." 20
```

```
send "^M"
```

```
# wait up to 20 seconds for "press return to continue..." does so
```

```
waitfor "ectlon >" 30
```

```
# waits up to 30 seconds for my ISP's main menu to appear and present the "Enter your selection >" prompt
```

```
send "0^M"
```

```
# sends the zero character, which drops me to the UNIX shell. At this point, I click on SlipKnot's "World Wide Web" button and we're off to GUI land.
```

Login ID refers to your userid on a given host system, e. g., **dhakala**. Your password is hidden behind the Set Password button in figure 2.

The UNIX prompt is the command-line prompt that your host system sends

when awaiting input from SlipKnot Terminal; this prompt is vital to proper operation of Terminal scripts, so verify it online before entering the prompt in this window. My ISP uses **>**, while others may use **\$** or another character. The UNIX Interrupt character is also critical; some systems use Ctl-C (**^C** in the text form required by SlipKnot), others may use **^K**, the **DEL** key or something else. Again, verify this character online.

Speed settings refer to port speed, not the connect speed of your modem. SlipKnot Terminal supports up to 57,600 bps, but you may have to throttle back to 38,400 bps or lower if you use Windows' standard comm driver.

The World Wide Web window lets you select the text-browser supported by your UNIX host; the two choices are **lynx** or **www**. If you choose **lynx**, be sure it is version 2.3 or later. **Www** will not support fill-in forms, so **lynx** is the preferred option if you have a choice.

After saving these parameters, you will return to the Terminal window. Select

File/Connect to Host and you should shortly be online with your UNIX host. Manually or by script, get to the UNIX shell command-line prompt. Then select the World Wide Web button at the bottom of Terminal's screen to activate SlipKnot's Web renderer.

The first time you do so, the renderer will run a series of scripts to verify your host system's prompts, responses to file-transfer commands, and text-browser version. Then it will upload several script files to your private directory on the host. In subsequent sessions, the renderer will test and verify the scripts.

The shareware version of SlipKnot loads the local copy of SlipKnot's HTML homepage. Registered users can set any HTML file as their startup page.

But wherever you start, you can begin cruising the Web in (almost) full graphical glory over a shell account. What a (virtual) country! ♦

THE CYBERWORLD MONITOR

By Frank X. Sowa

ARE BBS LICENSING FEES JUST AROUND THE CORNER?

The Government has a problem. ...And you, as an online service provider, may be just the "deep-pocket revenue source" they've been looking for to solve it!

Your government wants to guarantee "universal service" on the information superhighway – so that every American, regardless of socioeconomic barrier or even literacy capabilities – has access to the Internet. In the January 1994 State of the Union Address, President William Clinton said, "We cannot afford a country of informational 'haves' and 'have-nots.' We have a mandate. We must work with the private sector to connect every classroom, every clinic, every library, every hospital in America to the national information superhighway by the year 2000." Since that speech, the government's wheels have been spinning in overdrive, collecting over 7,000 "Notice of Inquiry" pages regarding universal service regulations so far.

To its credit, the Clinton Administration has seen the greater ramifications of what is happening to telecommunications and electronic information dis-

semination in the United States, and wants to ensure that the country maintains its leadership role. That is good. The U.S. needs to be a leader in this new Information Age. But leadership will only come from a refocus on individual user literacy, in the three "Rs" as well as with a computer. It will not come from subsidized "universal access." This approach could eventually force the small BBS operator out of business, and deal a real blow to the future growth of the online community in all sectors.

Subsidizing the Internet access of non-profits will not come cheap. The Administration apparently ignores the possibility that just guaranteeing access does not necessarily mean that those who could not afford another means of access will actually travel to schools, clinics and libraries to use online services, or that they will have the necessary literacy skills to use computer networks, or that they would even want to. Yet no one seems to even be questioning these greater issues of literacy and motivation among the "have-nots." What if they are "don't-wants?" It would seem a waste of money to guarantee Internet access to people who are not inclined to use it.

Instead of determining who wants and is able to use subsidized access, the feds have focused the majority of their explorations into universal service on the

subject of how they can raise enough money in a "fair" fashion, so that everyone will be "entitled" to have access on the information superhighway. A mandate has been given to the government bureaucracy, and now someone is going to have to pay to subsidize this "social experiment" in industrial policy. That someone is you!

More and more, it looks like the payors may be those of us who use and operate online services – especially system operators who charge for their BBSs; run a multi-node, 24-hour operation; or have their BBSs linked to the Internet, either directly or through SLIP/PPP access.

Cynthia Neila – Telecommunications Policy Analyst at the National Telecommunications and Information Agency (NTIA), a part of the Department of Commerce that is working to come up with a policy for online services -- confirms that the government has been looking into operator fees as a possible option.

"...the consideration of options (for funding universal NII access) is increasingly focusing on licensing private sector online services."

Neila says, "If you mean that the government is going to say to America Online, for instance, that they must charge \$10 per user rather than \$9 to offset the cost of universal service via the non-profits, we aren't ever going to do that. But, if you mean additional tariffs via the service providers, or even licensing fees for nodes of service providers, or for SLIP access and beyond to the Internet, well that's another issue. But, let me say we've just begun this process. And while we are working toward a solution, we have hundreds of other options to look at as well before we come up with something."

In fact, the government is exploring numerous options at this point. In over 7,000 pages of testimony so far, many approaches have been recommended ... everything from creating a new tax on the taxpayers, to establishing an Information Trust Fund like Social Security, to making the telecommunications and cable companies solely responsible. But as the debate continues and each special interest group

takes action to be heard, the consideration of options is increasingly focusing on licensing private sector online services. The rationale seems to be that such an approach would serve many roles and create additional government "benefits" – benefits for the government, that is – beyond raising the monies needed for universal service.

- First, licensing would solve the government's quandary of who pays for universal access without setting off the public dissension that a tax increase would. Government employees explained that businesses have been traditionally licensed and have accepted that they will be licensed, and that these costs of services can easily be added into the price of the service without losing customers or harming the overall economics.

- Second, online services – unlike other telecommunications industries – are still rather fragmented in their representation in Washington. It would be harder for system operators to organize any protest until after the policies were enacted.

- Third, licensing procedures would establish rules and regulations to which system operators must comply in order to maintain their service licenses. That would allow the government to impose content control rules in national cyberspace, which would solve a current Washington dilemma regarding hackers and content online.

Licensing online services would have sweeping ramifications. For example, it would give the government added power in controlling child pornography, hacking discussions, online indecency and obscenity, bombmaking discussions, and so forth, all of which have been the subject of recent laws from Congress. These laws still require some form of regulation to be implemented. Licensing would also allow for the standardization of system operator practices in using online services and the Internet, so that the new laws Congress passed last year – to spend \$500 million over three years to install equipment in telephone and cellular networks to permit legal wiretaps – could be implemented with-

out someone using software to circumvent the law.

Much of the testimony so far can be summed up by the following statement by Dr. Eli Noam, Director, Columbia Institute for Tele-Information, Columbia University. In his working paper, "The Superstructure of Infrastructure: Thinking about a Future without a Public Network," Noam wrote:

"One way of providing for greater access and interconnection among future electronic online networks would be to apply common carrier obligations (tariffs, licensing fees and regulatory guidelines) not only to providers of the 'public switched telecommunications network' and to any monopoly conduit providers, but also to all online services who take advantage of common carrier access via network structures like the Internet to provide value-added services. Under this approach, all common carriers would provide unrestricted communications services, which would be regulated to remain neutral with respect to content, use and users.

"In turn, they would not be held liable for any content transmitted over such business-class networks. All private carriers and hobbyists not linked to a common carrier or the Internet, for example, would be exempt from common carrier obligations. In this way, the principles of private property and freedom of association would be held inviolate. Such a system would create common carriage 'rights of way' that would function like public roads and highways that pass private property, or like easements that allow public passage through private land."

Meanwhile, The Clinton Administration has been working hard to come up with some answers for later this year. In typically Washington style, they have set up an interdepartmental "task force" to find a way to pay for "universal access," and to draw conclusions on other issues. By Executive Order, Clinton charged his National Economic Council (NEC) and the Office of Science and Technology Policy (OSTP), to "advise a National Information Infrastructure Task Force (IITF) on

"(Licensing)... would give the government added power in controlling child pornography, hacking discussions, online indecency and obscenity, bombmaking discussions, and so forth..."

matters related to the development of the National Information Infrastructure (NII), such as:

- "the appropriate roles of the private and public sectors in NII development;
- "a vision for the evolution of the NII and its public and commercial applications;
- "the impact both economically and sociologically of regulations on the evolution of NII;
- "privacy, security, and copyright issues; national strategies for maximizing interconnection and interoperability of communications networks; and mandating universal access."

Secretary of Commerce Ronald Brown, has been named chair of IITF, and is also responsible for committing the NTIA to carry out the staff work and policy analysis roles and to establish all regulatory policy regarding NII. The Executive Order also established that the Federal Communications Commission (FCC) would be given those policies to decide on how to implement them as regulations. (The FCC is not a part of the Executive Branch, but operates under the direction of the U.S. Congress.)

According to Thomas A. Kalil - White House NEC - "the Administration would like to meet Clinton's mandate for universal service to NII with a low-cost or free end-user solution." Kalil said to the U. S. National Commission on Libraries and Information Science Conference, "We must address the equity issue. How do we prevent a polarization of American society into 'haves' and 'have-nots?' Even if people will get some type of life-line access, it is important to remember that full access may require access to a PC or other sophisticated information appliance that not everyone is able to afford. That's where free access to the Internet for non-profits, education networks, clinics and libraries by 2000 will play an important role."

But, Tony Carbo Bearman - Dean of the University of Pittsburgh and member of the U. S. Advisory Council on NII -- said he believes the government doesn't understand the scope of what it is asking and really how much it is going to cost to implement such an ambitious approach. At the same meeting, Bearman asked, "Do we really think the government is going to link every classroom, every clinic, every library, and every hospital in this country? Are they going to link both public schools and

private schools; both public libraries and corporate libraries; both public and private hospitals and clinics? Maybe; maybe not. Who is going to pay for each (service) is quite different.

"We must focus on the issue of 'access,'" Bearman says. "This is the single most important issue for everyone involved in providing digital electronic message services. Who is going to get access to what information? How can we meet the government mandate that we do not leave out the information 'have-nots?' Who is going to pay to ensure universal access? The Advisory Council doesn't have the answers yet, and is looking forward to your help and advice in meeting the challenges ahead."

"Is it likely that this yearly \$155 per node fee could be a ballpark figure of how much a license would cost a system operator?"

Laura Breeden - Director of the NTIA's Telecommunications and Information Assistance Program - said, "Right now the Administration is looking real hard at what 'universal service' and 'universal access' mean in the digital messaging era. There has been some controversy about why only *public* libraries, schools, and hospitals are included in the NII legislation. (*Emphasis added.*) Part of what we are doing now is to provide information to the Federal Communications Commission (FCC) which will then prepare a Notice of Proposed Rule Making to determine the feasibility and advisability of tariffs and licensing fee changes."

She continued, "There is a real possibility that the regulatory structure is going to change. The relationship between Congress' FCC and some state agencies may change. Some functions may be shifted to the Executive Branch's NTIA. (That is, if the Department of Commerce is not abolished by an act of Congress.) Currently - in telecommunications, for example -not-for-profit institutions and public non-profits like educators and libraries are classified along with business users - making them pay the same tariffs and licensing fees. In order to implement the universal access mandate, regulations regarding this classification should change very shortly."

Don Gips - the FCC's Deputy Chief of Plans and Policy - stated, "The role of the FCC is to follow the leads of Congress and the Administration in interpreting the new laws regarding electronic messaging services and translating them into regulations. The FCC has a long history of pursuing universal service goals.

"The FCC's new chairman, Reed Hundt, is very committed to playing a large role in assuring that the information superhighway reaches all institutions like schools, libraries, hospitals and clinics to meet the President's mandate. We are also very excited and supportive of Congressman Markey's and Senator Hollings' legislation, which gives the FCC broad regulatory abilities to ensure that schools, libraries, hospitals and clinics have access to the advanced networks at reasonable rates. However, this is where we're now struggling:

"What constitutes a 'connection'?"

"What are these advanced networks mentioned in the legislation - a telephone line or video cable? ...an online service or the Internet? ... or something broader?"

"How much should be required by regulation? What would it cost and who should pay?"

"Should funds come from rate payers and licensing fees, tariffs and taxes, or something else? If we don't charge one group, it will have to come from another segment of the online community."

In the latest version of The Communications Act of 1934, under Section 8 (47 U. S. C. 158), "Application Fees," the FCC lists under Common Carrier services the cost for a conditional license for a "Digital Electronic Message Service" - **\$155.00 per remote or publicly accessible node per year**. While online services do not yet have to abide by such fees because they are not regarded as common carriers, if the comments by Noam mentioned earlier were adopted, the government could apply a broader definition of what a common carrier is. Is it likely that this yearly \$155 per node fee could be a ballpark figure of how much a license would cost a system operator?

Perhaps comments at the library conference made by Paul Evans Peters - Executive Director of the Coalition for Networked Information - might give some insight into where the feds are heading. Peters said, "On the issues

regarding universal service, I am very concerned that we give too much attention to assessment measures like capacity set-asides. We reserve a certain number of cable channels as part of the franchising process for public use. We set aside certain radio and television frequencies, or provide differential pricing between business and residential telecommunications users.

"The problem with this is that it tends to favor big suppliers and it becomes difficult to implement and monitor because you are relying on statistical measures of suppliers who have a vested interest in reporting a certain way.

"Shouldn't we be thinking about nodes and modems instead in the future? The old measures are very hard to operationalize in a packeted digital network like the Internet or the online community, where the capacity is not really as easy to set aside as it was when everything was analog.

"I would like to encourage more conversations of developing an 'Information Trust Fund' to finance universal service. This trust fund could be built from licensing fees and assessments (some might call it a tax) on the

gross revenues of providers of products and online services."

I don't know about you, but the thought of more government regulations – along with the potential for licensing fees, penalties for noncompliance, and additional reporting to the feds – sends a bone-deep chill down my spine. I also hate to think that my hard-earned money as a sysop would be redirected from designing innovations in service and content toward providing well-financed nonprofits with the latest telecommunications equipment and services.

Over time, confiscation of my profits and their diversion to nonprofits will make my U.S. business less competitive in the global market. It will force me to pass on the additional costs to my customers, which will lower their demand for my services. It will give a subsidized price advantage to the nonprofits, so that they can compete with me for my remaining customers.

The good news is that we still have some time to be heard! Everyone I talked to, from the NTIA to the FCC, emphasized that while it all is currently under discussion, nothing has yet been

cast into law. Therefore, the time to act is now!

CITIZENS' ACTION PLAN

First, get online and make everyone you know aware of what the government is considering. Plaster electronic discussions everywhere. Tell everyone who has an opinion to take action.

Second, make your voice heard in Washington, at both the White House and the Congress. Post e-mail, write or fax letters, and call the right people. Government bureaucrats maintain tally-sheets as a part of the Notice of Inquiries. Your voice *does* count...literally.

To make more of an impact when talking with your dully (sic) elected officials, ask to be kept abreast of developments on this issue, and ask to be put on their mailing list for specific legislation regarding NII and any revisions to The Communications Act of 1934.

Finally, stay tuned to these pages of *Boardwatch* in upcoming issues. We'll follow the progress of the feds on this issue and keep you posted! ♦

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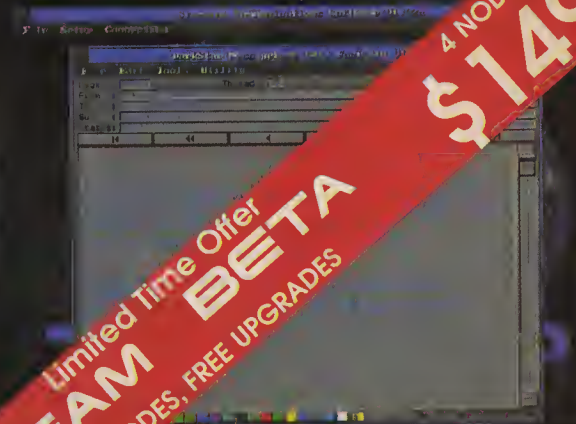
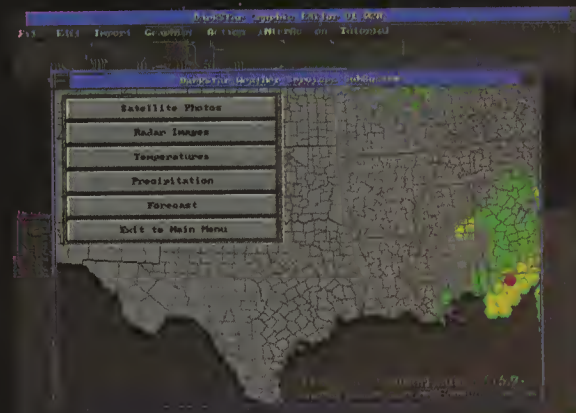
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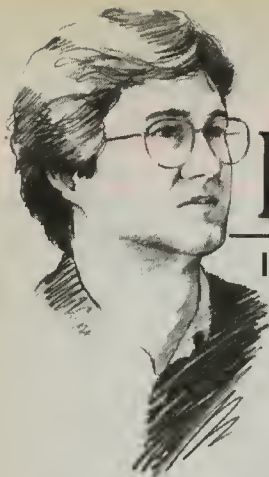
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DR. BOB

by Bob Rankin

Interview With "Mr. Mall"

Some may boast about being self-made men, but Dave Taylor is one guy who could honestly call himself "net-made."

It's really been a two-way street, since Dave has had a hand in shaping the Internet as well. While at Hewlett Packard in the '80s, Taylor helped to administer USENET in its early days. He also wrote the Elm Mail System which has grown to become the most popular ASCII-based mailer on the Internet.

Since leaving HP, Taylor has worked as an editor and writer for *SunWorld*, *Computer Life*, and *Internet World* magazines. He's also the founder of Intuitive Systems, a consulting firm that helps companies develop marketing strategies and build better software systems.

One project of Intuitive Systems that you're probably familiar with if you travel the Internet at all is *The Internet Mall™*, the central spot for shopping on the Internet with over 2,000 stores.

Dave Taylor is the author of several books, including *Global Software*, *Teach Yourself UNIX in a Week*, *The Internet Business Guide* and most recently, *Creating Cool Web Pages with HTML*.

Recently I caught Dave in material form long enough to get in a chat about life, the Internet, and well... everything.

Doc: *How long have you been using the Internet, and what first attracted you to the online world?*

Dave: I first logged into the Internet in 1980 as an undergrad student at UCSD. Back then it was really just ARPANET, and all the USENET groups were named "net.*.." Everything was a lot smaller and more intimate then, and looking back I laugh because we used to be able to "read USENET".

One of my favorite groups was **net.singles**, because in those days you could actually have interesting conversations and make friends with other group members. We even organized regional parties and enjoyed meeting face-to-face, things that seem impossible with the breadth of today's USENET.

In the mid-'80s I was postmaster at HP and served as a member of the legendary "USENET Cabal,"

which loosely administered USENET and came up with the "Big 7" naming convention we use for the newsgroups today. So I've been involved with this stuff for a long time.

The thing that attracted me to the online world? I'd say it was the easy connectivity that allowed me to chat with other people sharing common interests. Where else for example could you find a bunch of people who were reading the same book? The big lure is being able to find other people doing the same thing at the same time and share that experience.

Doc: *Is it true you still use a vintage XT with a 300 baud modem?*

Dave: Actually, it's a Mac Plus with 512K but I'm thinking of upgrading to a Fat Mac. No really... I currently use a Mac Centris 650 with Radius color monitor and a Courier V.34 modem to go online.

Doc: *When did you first start the Internet Mall project?*

Dave: It all started as research for an *Internet World* article in early 1994. I was asked to write about companies doing business on the Net and was surprised to find that there wasn't a body of data already compiled.

I started the Internet Mall with 34 listings in February of '94, and it has since grown to include information on over 2,000 companies. I get 10 or 20 new entries per day which I enter into FileMaker Pro on my Mac, and from there I can do all kinds of interesting things with the data, including the creation of the 270 separate HTML files that comprise the Web version of the Internet Mall.

Doc: *Any flames from hard-line anti-commercial types?*

Dave: Surprisingly, no. There is the occasional grumble from a person whose listing was rejected because it fell into the category of get-rich-quick, but overall the reaction has been overwhelmingly positive and favorable.

I've seen a lot more people (getting) comfortable with the idea of commerce on the Internet in the last 18 months, and with the recent end of the NSF's involvement there is no longer any prohibition on commercial traffic on the backbones.

"The big lure is being able to find other people doing the same thing at the same time and share that experience."

Bob Rankin, known as "Doctor Bob" in the online world, is a computer programmer and consultant who enjoys exploring the Internet and sharing the fruit of his experience with others. His free guide "Accessing The Internet By E-Mail" has circulated widely on the Internet, and is available in 12 languages. Rankin has also authored "100 Cool Things To Do On The Internet" and "Doctor Bob's Internet Business Guide", which are available for \$5.00 each. For info, send e-mail to bobrankin@mhv.net with Subject: **send info**

Doc: *I've always maintained that one has to earn the right to do business on the 'Net by first contributing something of value. In a nutshell, what's your philosophy for doing business in cyberspace?*

Dave: You've got to remember basic business ethics -- there's more to it than making a fast buck off the next guy. In the Internet community you have to fit in, help out and offer something of value to customers besides what you're selling. It's just like the real world, where the laundromat and supermarket have to be involved in supporting community projects. BBS operators who do stuff for friends and neighbors know all about this. Sponsor a FAQ, give something back, have fun and you're more likely to succeed.

Doc: *The visibility you've gained from the Internet Mall has certainly been "good for business." Let's be brutally honest -- did you think at the outset that it might be a good tool to help you market yourself?*

Dave: No, I really didn't. It was never meant to be a personal marketing tool, but one thing I have found is that many people who do selfless things on the Net end up getting recognition. Take Gleason Sackman or Scott Yanoff for example. Their efforts with Net-Happenings, <http://www.mid.net/NET/>, and Special Internet Connections, <http://www.uwm.edu/mirror/inet.services.html>, have gained them a lot of visibility.

Doc: *Kevin Savetz recently took some heat in alt.current-events.net-abuse for soliciting commercial sponsors for FAQs he has authored. What's your take on this?*

Dave: I wasn't aware that Kevin had gotten any flack along those lines, but I personally don't have a problem with that type of thing so long as every effort is made to avoid conflicts of interest. A Hard Drive Purchasing Guide FAQ sponsored by Quantum might not be such a good idea for obvious reasons.

It's critical for FAQ authors to have unimpeachable integrity, because the Net community does rely on the information that is offered via the 3,500-plus FAQs that are floating around out there. The **alt.sex** FAQ is one such example - it offers a few giggles but also some really good info on STD's

(Sexually Transmitted Diseases -- Ed.), when to see your doctor, etc. It has no commercial sponsors, but a company like Trojan would be a natural there.

Doc: *Tell me about your new book "Creating Cool Web Pages Using HTML".*

Dave: There are some really excellent books about the Web, but the problem is that they all seem to be written by technical people for technical people. They make the assumption that you understand a lot about the Internet, computers, editors and so forth. That's fine for techies, but not so good for teachers who just want to help their students publish their work on the Web, hobbyists interested in learning more, or anyone else not technically inclined.

My book is intended to be a comfortable tutorial for the layman that focuses on the basics of HTML, demonstrates proper usage of the various tags and shows the results of common mistakes such as forgetting an anchor or not closing a list. I take the reader on a tour of some well-done sites, examine the HTML source and comment on it. There's also a section on how to create graphics for your Web pages.

This is a "Web Pages for Dummies" kind of book, although I never liked that particular title -- what makes someone who doesn't know a subject a dummy? It'll come with a disk that includes the WinWeb browser and lots of sample HTML and graphics.

Doc: *So what makes a Web site cool?... And while we're at it how about sharing the Top 3 Coolest Sites from your hotlist?*

Dave: To me, a cool Web site is one that combines an attractive design with lots of useful information presented in a way that makes sense given the strengths and limitations of the medium. There's a big difference between data -- which is just "stuff" -- and information, which is the subset of that stuff that is of value to you at the moment.

A cool page is not just a list of someone's 37 favorite links. It's where someone has taken a complex topic and formatted the information so that it's really useful and easy to follow. My Top 3 would be:

Yahoo:
<http://www.yahoo.com>

The Internet Mall
<http://www.mecklerweb.com/imall>

The UK FAQ Archive
<http://www.lib.ox.ac.uk/internet/news>

Doc: *Have you had any really cool experiences using the Web?*

Dave: Well, yes. Recently, we were faced with the prospect of finding a house in the fast-paced San Francisco real estate market. Since we're in Indiana that could have proven difficult, not to mention expensive. But I found the **Palo Alto Weekly** on the Web, and my SO (*Significant Other* -- Ed.) browsed through the classifieds every few days. One afternoon she found a good listing, called them long-distance, and we set up a time to meet and see the house a few days hence. When we visited the house in Redwood City, California, we found out the landlord was also a computer writer and it worked out very well. We'll be moved in by the time you read this!

Doc: *You've also dabbled in the shareware scene... and most recently you've done something unusual by offering a package with full source code included. Tell me why...*

Dave: **Embot** (my e-mail autoresponder) is a UNIX utility so it's almost impossible to pre-compile a version for every known platform. It's not like DOS where you can ship an EXE file that works on any PC, so you really have to supply source code. The shareware scene is really intriguing to me... it's disappointing that so few shareware authors are successful.

Doc: *Why don't most people register & pay for their shareware?*

Dave: I guess it's just human nature. You can tell people "there are commercial alternatives that would cost you a lot more" but it doesn't seem to help. People just can't be bothered to write a letter and lick a stamp.

Embot has gotten lots of good press, and out of the hundreds of people who have requested the package from me, only one has registered so far.

Doc: *Ouch. And I'm one of the slackers. My check goes in the mail today, Dave! Do you think electronic payment systems like Netcash and First Virtual will help in this area?*

Dave: Maybe, I dunno. When people find out I was the original author of *Elm*, which is one of the most popular e-mail handlers today, they say "Wow, I bet you wish you had a dollar from every Elm user." Sure I do, but I try not to think about it that way. The thing is, would it be as successful if people had to pay even a dollar for it? It's the Catch-22 of shareware, commercial and free software distribution, particularly in the UNIX niche.

Doc: *When you think about people who have done good things for the Internet community, what figures come to mind?*

Dave: Hmmm, the list is endless. There's Gene Spafford and Phil Zimmerman, who have done wonderful things related to security... there's Yanoff, Sackman, and Stefanie daSilva who must put in long hours maintaining the List of Publicly Accessible Mailing Lists. I'd say all the FAQ authors, and of course the people behind Yahoo and the search engines like Lycos and Webcrawler deserve a lot of credit too. Ultimately, Bob, the Internet is not fundamentally a bunch of computers, it's a bunch of people.

Doc: *When the much vaunted Information Superhighway finally brings 500 TV channels to every living room will anyone be watching, or will we all be surfing in the den?*

Dave: The idea of having 500 TV channels is really a humorous concept. If you think waiting 60 seconds to resolve the first image on a Web page is bad, wait until you see how long it takes to figure what's worth watching with that many channels. What I'd really like is a TV that watches what I watch and is smart enough to say "There's a Hitchcock movie on tonight, should I tape it?"

I think the idea of an "interactive future" is a bit overly optimistic. Most people want to relax - they don't want to be intellectually challenged. The Internet itself reflects this in some sense. There might well be twenty million people able to access the net, but to me it's really only interesting when it's interactive - when you begin to participate. This rule is also true for both business and individual users: to really appreciate the Internet community you have to become a part of it.

"I think the idea of an "interactive future" is a bit overly optimistic. Most people want to relax - they don't want to be intellectually challenged."

Doc: *Lots of Boardwatch readers who have been BBSing for years are now getting "wired." Any thoughts on the future of the Internet and the role of the traditional BBS?*

Dave: Bulletin Board Systems and the Internet will merge, or at least become very difficult to distinguish. Already we see this happening... if you can telnet to a BBS, how is the system different from a more traditional Internet access provider?

The real value of a BBS will be in the unique focus or services it offers. Those that are topically or geographically oriented will succeed. Those that just try to play the ISP game, like NetCom -- simply selling a wire -- will ultimately fail because the RBOCs, as Internet Access and Service Providers, have an advantage due to sheer size.

A Star Trek, AlAnon or Beverly Hills BBS might do well, for example, because these themes enable a sense of place... they enable the building of virtual communities. And there will always be BBSs that are run by people who just love doing it. Success for them might be 10 connects a day, and covering the cost of their equipment. BBS operators will have to focus on their strengths, whatever they are. The Mom & Pop shops will succeed by picking a unique niche and serving their clients well.

Doc: *Sounds like we're in for some fun. Any parting thoughts?*

Dave: It's an exciting time to be involved with the online community, there's no question. Companies are being formed, growing, and becoming successful overnight, and just as quickly other companies are collapsing and vanishing. It's not going to replace any of our current ways of enjoying ourselves or communicating, but it's sure a terrific new medium. It's proven a great addition to my life. ♦

CONNECTING WITH DAVE TAYLOR

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Embot Info:
embot@northcoast.com

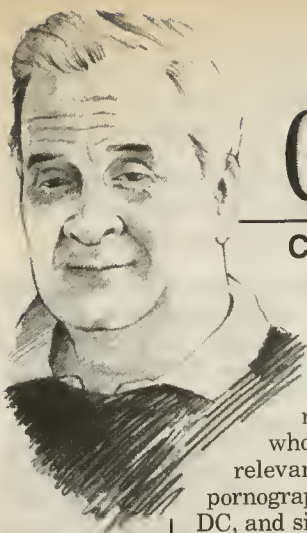
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<http://www.mecklerweb.com/imall>

"The Internet Mall" is a trademark of Intuitive Systems.





COOK REPORT by Gordon Cook

CIX: STILL IN SEARCH OF A ROLE

Gordon Cook is Editor and Publisher of the monthly newsletter *The Cook Report* on Internet/NREN and can be reached at cook@cookreport.com

The Commercial Internet eXchange (CIX), having nearly destroyed itself last fall, has been undergoing a process of reorganization. Many service providers with whom we have spoken consider it to be no longer relevant. Yet, with legislation like the Exon anti-pornography bill under consideration in Washington, DC, and similar legislation awaiting the governor's signature in Washington state, some of the same providers are realizing the lack of an effective trade association could put them out of business. In this article, we return for a look at the CIX for the first time since Bob Collet of Sprint became CIX Association President in November of 1994.

In 1994, the major rationale for the CIX's existence was that – through the CIX router – it provided its members with a direct connection to the world wide Internet. While that router still exists, its importance is only a fraction of what it was in May of last year. In view of the newly opened NAPs, the increased importance of MAE-East +, and the potential importance of MAE-West, the CIX router is now felt by many to be more of a bottleneck than an exchange point. Realizing this, the CIX has decided to remove it from service at the end of this year.

With the shutdown of the NSF Backbone Service now complete, we have essentially a new Internet topology. Only those who interconnect with each other at the MAEs and NAPs are really connected to the Internet directly. Everyone else gets his connection through another network which can set and change the terms of connection for its down stream providers.

OPTIONS IN THE NEW CONNECTIVITY WORLD

The rules of interconnection haven't been codified. While the NAPs and the MAEs have connect costs ranging from about 25,000 to 100,000 dollars a year each, connecting to just one does not connect an ISP to the Internet. Those who connect must negotiate peering agreements with all others who are there before them. We understand that the practice has been among the seven largest providers (MCI, Sprint, UUNET, PSI, ANS, NET99 and BBN) to execute peering arrangements without further charges. However, when other ISPs connect to a NAP they find that they are customers and not co-equals. As customers they have to choose one of the seven who was there before them and, in addition to the connection fees, pay their supplier a transit fee to disseminate their traffic to the other NAPs. This transit fee can run to several tens of thousands of dollars per year. The only way that such a supplier will be able to avoid transit fees is to show those who are already attached to the NAPs that it has its own national backbone and is attaching to several NAPs.

The requirement to come to the CIX Router or pay some other directly connected entity for transit to get there is analogous to the current requirement for ISPs without their own national backbones to pay transit fees. But with the new architecture, the cost and number of connect points has considerably increased. Direct Internet connection could be obtained last year for **\$15,000** (the membership fee plus router connect fee) plus perhaps **\$25,000** a year for a T-1 to reach the router. Instead of **\$40,000** per year, the cost of direct connection has now escalated to somewhere between **\$100,000** and **\$450,000** a year. With the first figure one is paying for transit. The **\$450,000** a year is the likely minimum cost if one is trying to connect to multiple NAPs and provide a backbone of one's own. Furthermore we have reports that new interconnect points will be opened in Seattle, Houston, Atlanta, and New York before the end of the year. Our sources tell us that -- to avoid having to pay transit fees to an already NAP or MAE connected provider -- would-be national players will have to connect to all the national high speed inter-connect points.

THE CIX INFRASTRUCTURE MODEL

The CIX leadership recognizes this changed environment. On March 30, 1995 the CIX released to its members a Strategic Plan and Telecommunications White Paper. The most interesting portion of these documents is Appendix A: the "Infrastructure Model" of the Strategic Plan. This appendix seeks to codify a new hierarchy of Internet Service Providers – a hierarchy that apparently already in fact exists.

Seeking a single term to describe both the NAPs and MAEs, the model describes HPEPs or High Bandwidth Packet Exchange points as the top of the hierarchy. First Tier Internet Service Providers or FTSPs connect to all HPEPs. As a result very little traffic will have to be routed between them, since each will send traffic to a best choice HPEP for routing to another ISP. Any ISP should be free to become a First Tier ISP if it makes the appropriate investment – at least **\$250,000**, a figure that rises as the number of HPEPs increases.

The document continues: "the challenge then is to develop an interconnect model that:

- "1. Provides for the efficient routing of packets and the stability of the Internet.
- "2. Assures all ISPs global connectivity.
- "3. Compensates the FTSPs for any services provided.
- "4. Is scaleable to handle the Internet's future growth."

Further down in the hierarchy we find, according to the

plan, a second tier of large ISPs that either do or do not resell. These ISPs get their connectivity from one of the first tier ISPs. Finally the bottom of the hierarchy is made up of a third tier of small ISPs that are "plugged in" to the large ISPs.

This Infrastructure Model is used to suggest new roles for the CIX to play on behalf of its members:

"1. CIX can provide the standard peering agreement for connections between the high bandwidth packet exchange point sites.

"2. CIX can provide standard terms and conditions by which second tier ISPs connect to first tier service providers.

"3. CIX can actively encourage well connected ISPs to become first tier service providers (FTSPs).

"4. CIX could negotiate with interested FTSPs on behalf of its membership. These FTSPs would agree to offer services to CIX members at prices and terms negotiated by CIX. There would be a separately negotiated agreement with each interested FTSP. . .

"5. CIX can maintain a database on connectivity options available to CIX members.

"6. CIX could sponsor the first aggregate PEP (Packet Exchange Site) by converting the CIX West site into it. It might be best if CIX did not own or operate the site but negotiated to sell the router to a large ISP who agrees to operate it as an aggregate site and who also has goals for global connectivity. This would solve a number of the problems at that site and at the same time help set the new connectivity model in place.

"7. CIX can provide the standard terms and conditions for operating an aggregate site.

"8. CIX can provide the standard terms and conditions for connections between 2nd tier and 3rd tier ISPs.

"9. CIX can take an active role in encouraging ISPs to work towards the connectivity model.

"10. CIX can take an active role in encouraging manufacturers to produce equipment consistent with this connectivity model."

The Internet in the United States has just been transitioned into a new and uncharted environment. A whole series of new relationships between large and small service providers are being worked out. There are as yet no "roadmaps" that depict the normal and customary way of doing business in the post-NSFnet world. The CIX's 10 points just quoted seem to be designed to have the CIX define the new business model.

OUR CRITIQUE OF THE CIX MODEL

We see some problems with this. If the CIX had jelled into a cohesive unified trade association last year instead of fracturing over the ill conceived route filtering agenda, it would very likely be squarely in the midst of the new business model definition by now. Instead, not knowing for sure how many members it will have at its June meeting, it is struggling to identify things that it would like to have the power and authority to do in the hope that past members will agree and buy into the agenda. One problem with this scenario is that we are unaware of ISPs desiring standardized agreements. The position of letting the CIX offer a standard may for some bring back unwelcome memories of CIX trying to impose standards on everyone.

The model talks about 3rd level ISPs handing traffic off to first tier service providers through Packet Exchange Points that would aggregate that traffic into one bundle to be delivered by

them to the high bandwidth PEPs at the top of the hierarchy and suggests the old CIX router as such an exchange point. What isn't made clear is the advantage to any of the parties in doing this rather than relying on contractual obligations on the part of ISPs from whom they buy their net connections to receive and route their traffic to the rest of the Internet. Let's look at another example. While ISPs might wish that knowledge of the terms and conditions under which first tier and large ISPs interconnected, it is hard to imagine that any standardization of an interconnect agreement would be welcomed by all parties.

The CIX faces a kind of chicken and egg problem. These policies will not be accepted unless they are fully worked out in an open forum among ISPs of all sizes. Unfortunately the willingness of the CIX leadership to do so is not yet clear. Nor is it clear how many ISPs would consider the likelihood of desirable returns on the investment of their time as being great enough to motivate them to participate. Still we wish the CIX leadership success because there is a current vacuum of organizing coordinating power within the Internet. Absent a democratic CIX acting fairly on behalf of all providers large and small, we could begin to see an effort (perhaps through the Internet Society on the part entities like the LECs, the largest IXC, Microsoft, Cisco and other huge players to take over fundamental parts of Internet infrastructure and run them for their own narrow benefit.

Thus while we are by no means certain that the ideas expressed in the Infrastructure model just discussed and CIX Association President Bob Collet's additional ideas (expressed in the interview published in our May issue of the COOK Report) are the right ideas and will "work," we believe that there is a need for some umbrella entity to be thinking about the direction of the industry and marshaling the troops in its further development.

THE TWO BIGGEST UNKNOWNNS

Finances will be critical. ISPs will be looking at the CIX program and deciding if there is a benefit to buying in. Under Collet, the CIX has at least put together a program where none existed as recently as last December. How many will buy in? Will there be enough continuing members to enable the CIX to embark on any of the registry services which Collet told us that the CIX would like to offer as a service to its members?

Communications within CIX is the second critical unknown. To date it has been predominantly centralized and top down. Can the CIX board, operating under bylaws that give almost no power to the members, convince them that the views of all are being fairly listened to? To this end how important will a full time Executive Director be? Very important we suspect. If so would Susan Fitzgerald be the right choice and could she be convinced to leave her own private consulting business?

Based on the continued mistrust of the CIX expressed in discussions on the Inet Access list when we published a summary of this article there in May, we must conclude that the CIX will have no chance of fulfilling such an umbrella role until and unless it can solve the communications and trust problems that have plagued it for most of the past year. The ISPs for which the Inet Access list is the major forum for discussion supported idea of CIX as a general lobby for the Internet Service Provider industry. However these same ISPs were quite hostile to signs of the CIX trying to put together a program where its members would shape and control ways of connecting to Internet infrastructure. ♦

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Basic Pro 3.0 and Borland C++ to build your own custom online programs. In addition to complete documentation and reference manuals, we also include the client and server source code to our own applications.

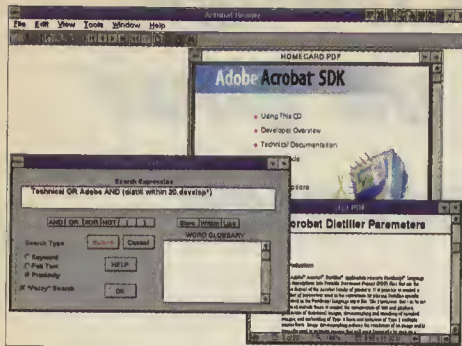
By taking advantage of the wide range of VBX tools for Visual Basic, you can quickly add JPEG photos, RTF messaging, compression/encryption algorithms, 3D-rendering, clickable image maps, and more to your Worldgroup programs.

Or, explore the following pages and select your favorite options from several of our leading Independent Software Vendors. Either way, you'll be taking advantage of the industry's most open client/server platform — and running the coolest Web server/online service on the planet.

Let your imagination run wild...

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Bringing your vision online

ALEX Document Management



ALEX is your complete online text database solution. With ALEX, you can make available huge databases containing text, photos, or other objects. ALEX integrates Adobe Acrobat technology, enabling you to provide complex documents online in their original format. Create manuals, forms, spec sheets, real-estate sheets, and any other graphical document using your favorite authoring program. ALEX can display it exactly the way it was created! Users can search using full-text, proximity, boolean, and keyword searches.

\$479

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Development**

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Cheetah

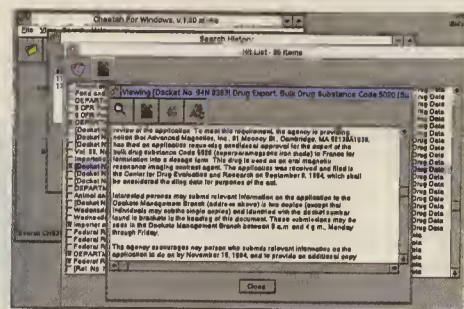
APDI's popular full-text searching software now runs on the Worldgroup platform. Users can access your full-text databases with the power and speed of Cheetah and the ease of use that comes with Windows and the Worldgroup Manager. Cheetah supports online image viewing; simultaneous, boolean, phrase and proximity searching; and multiple database searching (up to 64 at the same time). Users can save search results locally and print them out. Search histories are also generated for each user.

APDI™

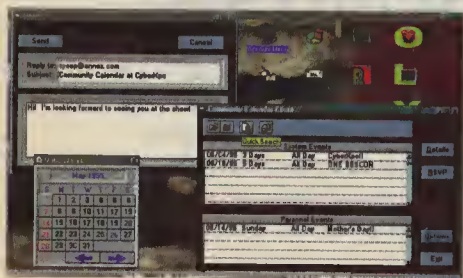
\$1,995

6805 Coolridge Dr. • 2nd Floor • Camp Springs, MD • 20748
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E-mail: cheetah@apdi.net

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Community Calendar



Community Calendar is a dynamic P.I.M. application that helps to organize you AND your callers. Need to plan an event and want to make sure you don't forget to post it? Post it NOW and it will appear to your callers on the date you entered it for. Boasts an attractive Worldgroup client/ANSI/ASCII interface and some very popular features like logon news, MHS network support, unlimited calendars for special interest groups, personal calendars, boolean keyword searching and RSVPs.

\$249

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Phone: (800) 779-5646 • Fax: (818) 779-5646
BBS: (818) 779-5600 (bbs.annex.com) • E-mail: ggooden@annex.com

The ultimate interactive word game. Players compete in a 15x15 grid to place words they create from a combination of tiles. You can have an unlimited number of games being played simultaneously and up to five players can play in each game. User scores are kept in a database to maintain the top ten list. You can add and remove words from the dictionary, allowing you to control the difficulty level.

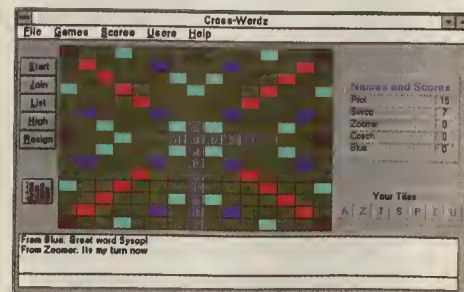
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\$239⁹⁵

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Cross-Wordz



Major CD works just like Windows Explorer/File Manager. Worldgroup Manager can be used without being connected. Total security and adult pseudo-keys guarantee system integrity. Add up to 255 CDs to your system, and up to 42 CDs on one computer. Special Pioneer Jukebox support. Works on any network. Custom ZIP comments are a great, FREE way to advertise. Full-screen ANSI tagger and full-screen RIP tagger. Multilingual support (no text hard coded). FREE powerful offline tag system for DOS, Windows and Atari ST.



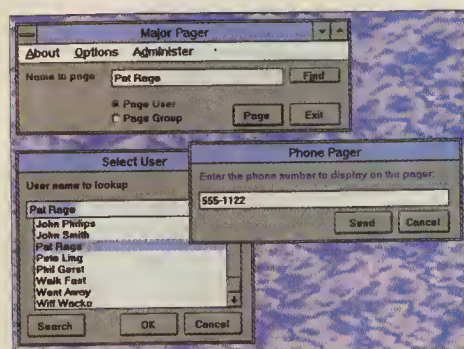
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Voice: +31/1880-33083 • U.S. Dealers: (800) 473-3177 or (307) 237-0065
Fax: +31/1880-41551 • BBS: +31/1880-40035 • E-mail: sysop@sterbbs.nl

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Major Pager



Major Pager allows you to integrate personal pagers into your Worldgroup system. Users can register their personal pager information confidentially. Ability to page a user's beeper with name only — no numbers to memorize. Supports text pagers, allowing short messages to be sent to a user. Groups of users can be paged at the same time. Major Pager can page a user when e-mail arrives, with text on text pagers! Online Sysop configurability. A must have addition to your Worldgroup system.

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Phone: (813) 573-3665 • Fax: (813) 573-3996 • BBS: (813) 572-0101

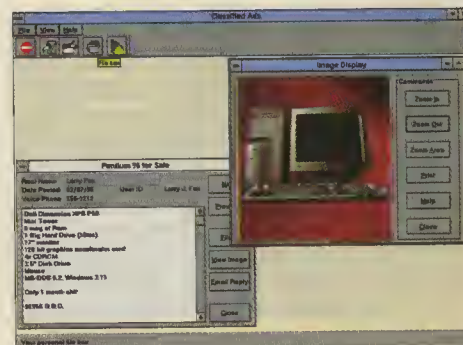
Marketplace is a user-friendly, menu-driven classified advertising database. Advertisers can include a picture (GIF, JPG, TIFF, PCX, etc.) with each advertisement. Callers can be notified when logging on that new ads were posted in specified categories. Marketplace allows you to charge by the word or by the ad. Collect payments by credit card or by deducting credits and/or days from the user's account. Credit card charges can be instantly processed online when used with our POS Dial Module.



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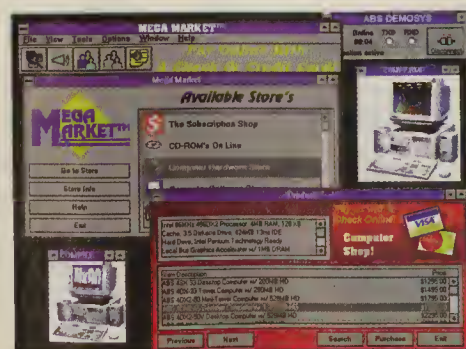
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MEGA Market



MEGA Market is a full-featured online shopping system that meets your collection and payment needs. Supports both ABS Checks Online and credit card payments. Import/export stores online or offline; fax invoices and purchase orders; and view product images online. Exports transactions to standard ASCII file for accounting. Handles subscriptions, online mail-order and recurring billing. Automatically assigns and applies bonuses. Changes user class on the fly. Supports product keyword searches and multiple taxes.

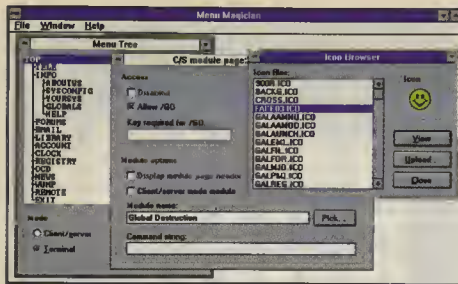
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Menu Magician



Change your existing menu pages or create new ones and link them directly into your current menus while your system is still on the air! An invaluable tool, especially if you manage your system remotely. Edit pages by clicking on a page in your menu tree, select module names from a pick list of all the modules currently running, and decide on an appropriate icon with the handy Icon Browser. You'll wonder how you ever lived without it.

\$150



High Velocity Software

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Voice: (800) 572-5582 • Fax: (602) 234-0730 • BBS: (602) 222-3000

E-mail: support@mail.hvs.com

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Message Central allows your users to retrieve e-mail and forum messages automatically from your Worldgroup system without manually running e-mail and forums! Users configure the program to operate on a timed interval or on a preset schedule with up to 10 timed events per day, seven days a week. There is a client-based audit trail to track the program's activity and message counts. When new mail has been retrieved, users are notified by an icon and an audible message.



Technologies

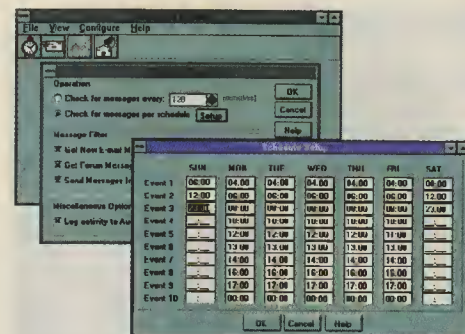
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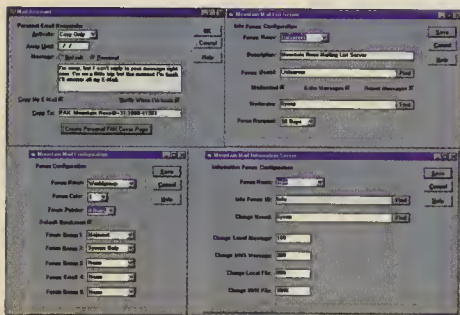
E-mail: info@bsitech.com

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Mountain Mail



Let anybody retrieve information about your products. Support your customers worldwide. With the automatic e-mail responder, you can send "I'm away/back" messages. Keep your partner or colleagues informed with the automatic e-mail copy. Use e-mail to send fax messages. Let your users create their own cover pages. Full screen forum selector and quickscan configuration. The default quickscan is ideal for new users. ANSI-users can use the global address book. Forum colors, sorted forums, forum groups and more are also supported.

Call for prices

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Mountain Rose Multi Media

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Voice: +31/1880-33083 • U.S. Dealers: (800) 473-3177 or (307) 237-0065

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Multimedia Registry is the ultimate user registry database! Supercharge your online service with sights, sounds, and online configurability. In addition to answering Sysop-defined questions, callers can include a picture (GIF, JPG, TIFF, PCX, etc.) of themselves along with a sound clip (WAV). The Worldgroup client includes integrated image viewing and sound playing along with context-sensitive help.



\$199

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Multimedia Registry



Write news articles, system announcements, and other messages for your users to receive the next time they log on. Attach each message to a specific key or class, allowing you to control who sees which messages. Sysops or appointed editors can create messages in ASCII/ANSI or client/server mode that contain colors or bold/italic text, expire after a certain number of days, have attached files, and much more.



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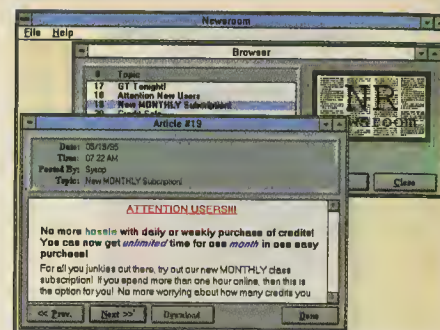
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\$80

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Omni-Mall



Omni-Mall is a complete online shopping system allowing you to sell your products online and/or rent space to other merchants. Omni-Mall supports sales of products, services, and software files. Up to three pictures (GIF, JPG, TIFF, PCX, etc.) of each product can be included. Orders can be faxed to merchants when used with the Fax/Online module. Credit card orders can be instantly processed online when used with our POS Dial Module.

\$499

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Professional Backgammon

One of the most popular interactive games for Worldgroup. Everyone knows how to play Backgammon and we've made it even easier with all the click-and-drag features. This Backgammon game even uses the Double Dice for challenges. Players can participate in up to 10 games simultaneously with an unlimited number of spectators watching. You can configure the maximum number of days a game can be played and the number of days before deleting an old game.

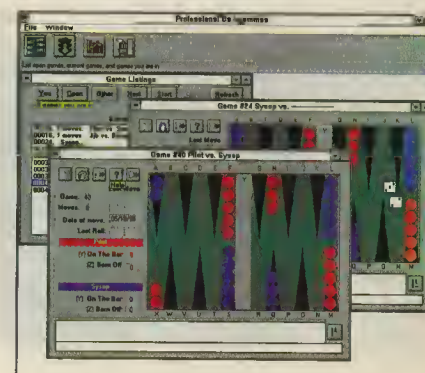


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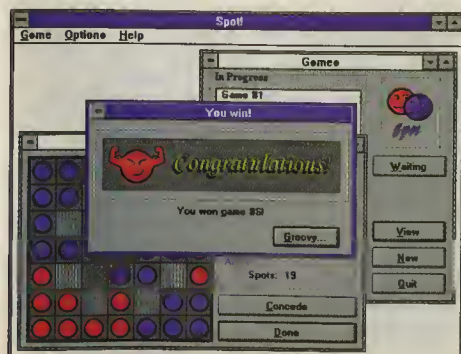
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\$159⁹⁵

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Spot



"Divide and conquer" takes on a new meaning in the client/server version of this board game. Players start on variable sized grids with random obstacles thrown about for added complexity. They can jump one of their pieces to an opening two squares away, or break a piece into two pieces to fill an adjoining space. All pieces neighboring the new piece are turned to your color. Other players can watch games in progress, or check out the high score list.

\$60

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TeleTalk



TeleTalk is a personal conferencing tool that opens a new and exciting dimension for users of the Internet, Novell networks, and Worldgroup. With TeleTalk you can speak: with your own voice, with other users of TeleTalk all over the globe via Internet, around your office via LAN or WAN, or via modem. TeleTalk also provides a distribution of your picture to accompany your voice. Users actually see your picture while they are listening to you talk!

\$150 Server with one client

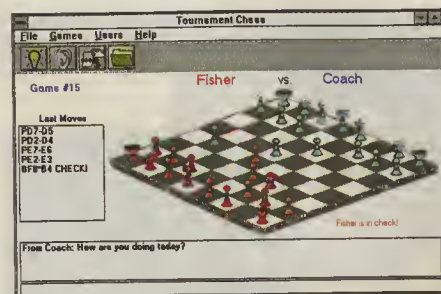
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WWW: <http://cvinet.com> • E-mail: info@cvinet.com

Chess players have enjoyed this game for years. This game offers every feature of Chess including castling, empassant and more. This chess game uses the National Chess Federation rating in points starting everyone at 1000. Players can choose from a 2-D or 3-D chess board and can chat with each other during game play. You can configure the maximum number of days a game can be played and the number of days before deleting an old game.

Tournament Chess



\$159⁹⁵

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Video Blackjack



Play head on against the house computer. Select your type of bet and play the real 21 Blackjack. Features double down, split and dealer stays on 17 and above. You can configure the minimum and maximum bets and whether your users play with real credits or pseudo-credits. Each card was individually scanned, for a beautifully rendered and realistic representation of a traditional playing card deck.

\$99⁹⁵

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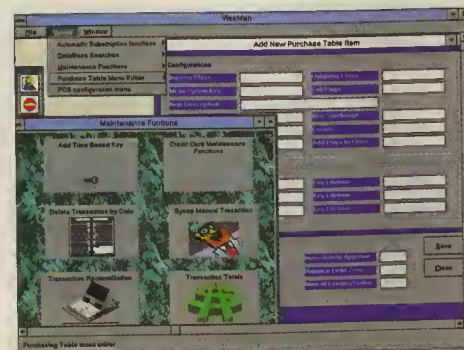


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VisaMan is the premier credit card billing module that allows your users to gain instant access to your BBS with the most convenience. The menu of services is tailored to each class of user on the BBS, giving the Sysop virtually unlimited configurability. VisaMan can optionally post credits to the user, switch his class, and give him expireable keys. Credit card orders can be instantly processed online when used with our POS Dial Module.

VisaMan



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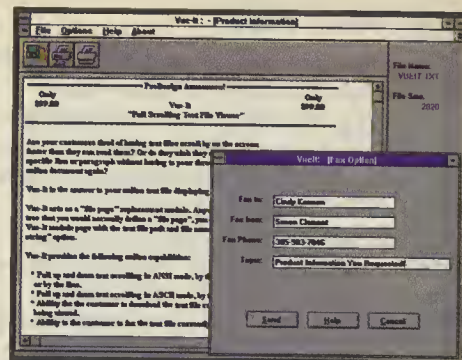
Vue-It brings full-screen scrolling text displays to your Worldgroup platform in client mode and ASCII/ANSI/RIP terminal mode. Vue-It allows optional file downloads and fax requests, which are controlled by key access. The client mode supports a print option. Vue-it also provides optional activity logging to the audit trail for download, fax and display requests. Look for more Worldgroup client applications from ProDesign, including upgrades to our Major Agenda, M.I.D.A.S and Fax Broadcast products.



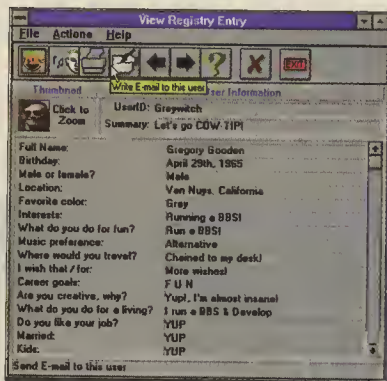
PO Box 14314 • Albuquerque, NM • 87191-4314
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Worldgroup A/V Registry



Jazz up your registry with pictures and sounds. You can search by User-ID or summary line. Information is transferred in the background eliminating long waits. Users can view thumbnail pictures before downloading them. Works with your current registry data. Simple scanning with previous and next on the toolbar. Integrated e-mail and printing of registry and pictures. Sysop can delete users' entries. Configurable Sysop approval of pictures and sounds. Pictures and sounds compressed on the fly. ASCII/ANSI support also.

\$99⁹⁵

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Booth #TBD

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P.O. Box 1017 • Arcadia, CA 91077-1017
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E-mail: sysop@labyrin.com

Worldgroup Bulletins Pro

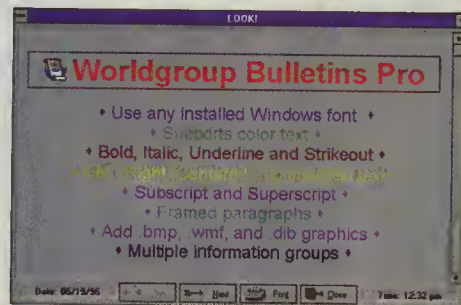
Worldgroup Bulletins Pro is a unique application that will add pizzazz to those boring ASCII/ANSI bulletins. A built-in mini word processor allows the Sysop to create bulletins very easily for both client/server and ASCII/ANSI users. The use of any font, size, color, underline, boldface, and/or italics is supported. Import BMP, WMF, or DIB graphics into your bulletins. Also, you can have multiple groups for different information. Limit bulletins by class, key, sex or age range.

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xBasic



xBasic is a powerful database module for Worldgroup. Using the xBASE compatible programming language you can design and implement relational database applications quickly and easily. xBasic includes an advanced set of functions used for taking advantage of built-in Worldgroup features such as: the Full Screen Editor, the line editor, file upload and file tag spec/download handler, e-mail, C function calls and user account database calls. xBasic supports an unlimited number of applications. And it also has image and WAV file support.

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BSI Technologies

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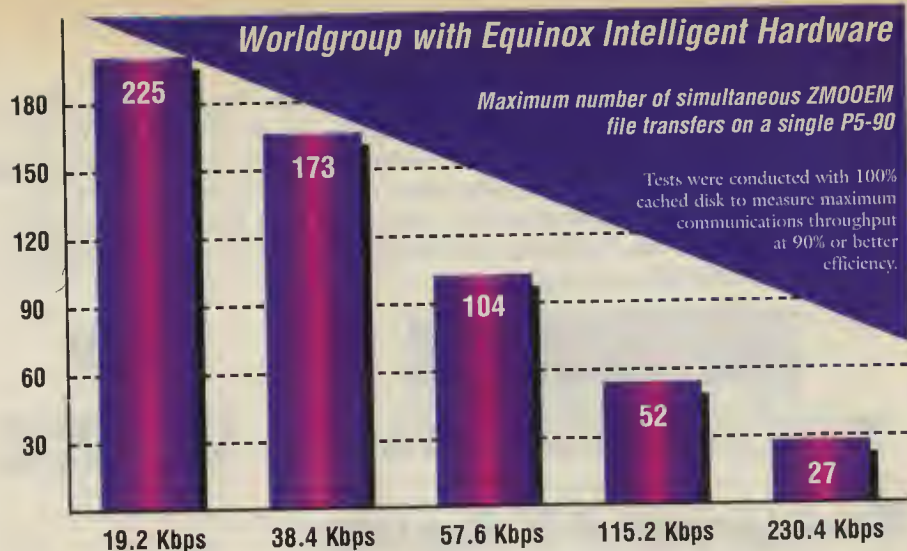
Intelligent Serial Kit

Maximize your system's performance with the Intelligent Serial Kit (ISK). With Worldgroup and ISK, you can take advantage of intelligent multipoint serial cards — delivering screaming I/O performance on a single 486 or Pentium computer.

By offloading the nitty-gritty piping of data from the CPU to the intelligent cards, you can support over 200 simultaneous high-speed callers. Free up tremendous system resources, and give your system a major boost in overall throughput (over 590,000 aggregate CPS — more than double any other single-PC solution).

The ISK is an expandable I/O subsystem that uses Equinox's new RISC-based SuperSerial™ Technology (SST). Capable of up to 920 Kbps speeds, the SST eliminates all bottlenecks from the communications hardware. And you gain the reliability of surge suppression on every pin of every port.

The Intelligent Serial Kit is available in 8-, 16-, 32-, 64-, 96-, and 128-line kits. Each ISK includes the Worldgroup intelligent driver software, Equinox host controller, 8- or 16-port module(s), power supplies, cables, modem adapters and documentation.



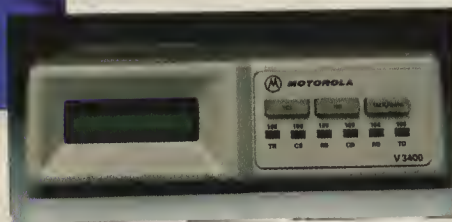
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MOTOROLA

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\$225**

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Sysop Program for Modems and ISDN Terminal Adapters

Now you can purchase compatibility-tested modems for your Worldgroup system and save up to 40% on selected Motorola V.34 modems and ISDN terminal adapters.

The following products are available to qualified members of the online industry:

- **Power Series 28.2 modem** — offers on-screen help; caller ID; distinctive ring support; and more.
- **V.3400 modem** — supports both leased-line and dial-up operation; top transmission speed of 115.2 Kbps; data and fax mode; and more.
- **BitSURFR ISDN terminal adapter** — provides remote LAN access, telecomputing, video conferencing and Internet connections.
- **UTA220 ISDN terminal adapter** — provides corporate video conferencing and LAN-to-LAN communications.

To be eligible for the Sysop program, you must be a qualified BBS Sysop, Internet access provider or World-Wide Web service provider; be in continuous operation for at least six months; and run software from an approved vendor, such as Galacticomm.

REALTIME SPORTS



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No other sports information source can match the completeness of Sports Connect. Players, teams, leagues, and more are completely covered with over 4 megs of data daily. Scores are reported as the games and events are in progress.

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With satellite delivery, your BBS can be almost completely automated to provide services that only the big on line services have traditionally provided. Planet Connect negotiates with quality data providers to obtain data at excellent prices, and passes these savings on to you. You'll be amazed at how inexpensive a satellite real time feed can be.

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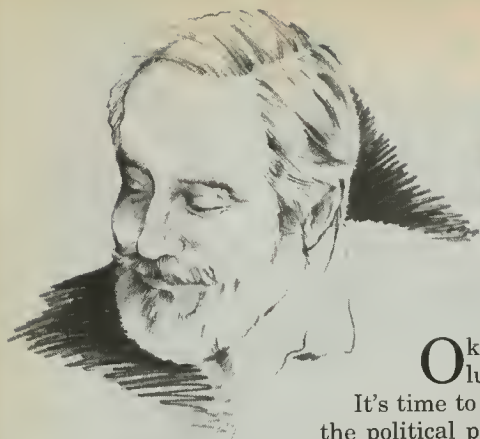
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GOVERNMENT ACCESS by Jim Warren

GRABBING GOVERNMENT'S GONADS - PART 1

Okay, so the column's title is a bit lurid — but accurate as to intent. It's time to grab the most sensitive parts of the political process — the required financial disclosures by candidates, incumbents, senior bureaucrats and lobbyists.

Almost all jurisdictions — local, state or federal — require periodic public disclosure of (1) political campaigns' finance income and expenditures; (2) the personal economic interests of elected and appointed incumbents and senior officials, and (3) some kind of registration and information about paid lobbyists at the state and federal levels.

But such disclosures are invariably filed in post-for-est, pre-landfill paper form — how quaint and old-fashioned. This creates the functional result of hiding data in plain sight — walls of file cabinets filled with valuable information needed by decision-making voters, but disclosed in its least-useful form.

For instance, the 1994 campaign finance disclosures for the primary elections plus the general elections, for California's leading Democratic and Republican state gubernatorial candidates, were *each* 4-foot to 6-foot high stacks of paper! Federal elections make these look like peanuts — sometimes even for single congressional candidates.

The time has come — technologically and politically — to computerize such disclosures so as to permit timely, free [tax-prepaid] public access for voters and the press to this crucial information.

THINGS ARE CHANGING

At the federal level, the Federal Elections Commission (FEC) receives disclosures in paper form; trundles them down to an outside contractor to re-key and re-verify the most important information, and then makes it available online somewhat later for a fee. Actually, the delay ain't that bad, and the fee ain't that high (\$20/hr.). But for some strange reason, voters seem loathe to pay special fees to find out who's buying their candidates.

So for the most part, users of the FEC's online information tend to be the small minority of the press that can afford it, and — primarily — political opposition researchers. As with much government information, citizens are again priced out of the market.

The keys to lower-cost or free access and faster availability are (1) to require that serious candidates and campaign committees — those that collect or spend substantive amounts of loot — submit their disclo-

tures in computerized form, and then (2) have them promptly checked for proper format and immediately uploaded to file-servers on the Internet, for free access and unrestricted further re-distribution by all interested Internet hosts and BBSs.

The FEC is already starting to consider meandering over to the shy politicians to invite them to pursue a slow-dance in this eventual direction.

In the meantime, some state and local jurisdictions are moving forward. Some, unfortunately, are merely *pretending* forward motion by *permitting* disclosures to be filed *voluntarily* in computerized form. *Pshaw!* — fake!, fake!

Unsurprisingly, almost no substantive candidates do it when it's merely optional — even though almost every one of them maintains the information in computerized form and prints the required paper disclosures by computer, sometimes even on fanfold computer paper.

Other jurisdictions, however, are beginning to make modern [computerized] filings *mandatory* — as is essential if it is to be useful. For instance:

San Francisco adopted an ordinance in mid-1993 requiring that all candidates and campaigns that collect or spend \$5,000 or more in a calendar year must file their disclosures in computerized form, and that the public must have access to them in that form. The law has been implemented on an *ad hoc* basis since the 1994 elections. The city's Registrar of Voters, Germaine Wong, issued an RFP (Request for Proposals) in late May of this year for proposed systems that could implement the ordinance in a uniform manner.

California state Senator Tom Hayden (yes, the ex-Mr. Jane Fonda, Chicago 7 Yippie) introduced legislation in 1993 that would mandate similar disclosure requirements at a state level. But the bill was demolished in a political turf tiff with East Los Angeles Assembly Member Diane Martinez. It's not clear that she can even *spell* "computer;" much less be willing to permit computerized disclosures of Democratic loot. Hayden has re-introduced the bill this year as Senate Bill 68, but converted it to a two-year bill in May after lack of support in the Senate Appropriations Committee.

Part of the reason Hayden's bill languished this year is that in 1994, California Assembly Member Jackie Speier pushed through legislation requiring the state's Secretary of State (newly-elected Bill Jones) to create an Electronic Filing Advisory Panel

Jim Warren, 1995.
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founded *InfoWorld*
and the Computers,
Freedom & Privacy
conferences (1991); as
founding host of PBS
television's "Computer
Chronicles" (1981) and
founding Editor of *Dr.
Dobb's Journal of
Computing* (1976).

(EFAP). Its mandate is to recommend to the legislature, by the end of 1995, how best to implement computerized political disclosures.

I am one of the California EFAP's 20-or-so members and co-chair of one of its two implementation committees, along with newspaper reporter Dick O'Reilly, Director of Computer Analysis for the *Los Angeles Times*.

I was probably invited to join the panel (a *pro bono*, volunteer operation) because I wrote a 28-page generic implementation proposal in December, 1993, entitled *Computerized Political Disclosures: Doing It with Minimal Cost and Maximum Utility*. Dated Jan. 1, 1994, it was the third revision of two earlier unpublished versions, and is available in paper form from me. Last time I looked, it was also available online — along with other related information and updates — by anonymous ftp, WAIS, Gopher and Veronica, from the Computer Professionals for Social Responsibility server: <ftp://cpsr.org> in the directory [/cpsr/states/california/polidisclos](ftp://cpsr.org/states/california/polidisclos).

That paper served as the basis for Hayden's 1994 and current legislation, and was the opening presentation at the first meeting of the EFAP group.

The following is an updated, condensed summary of how electronic filings can be accomplished. Copy it to your city council, county supervisors, local Registrar of Voters, state legislators and even to your federal congress-critters-for-life.

Urge them to prepare *their* jurisdiction for the present and future by mandating computerized, online-accessible campaign finance disclosure, and implementing it. Now!

Point out that disclosure's greatest value is that it will allow *them* to efficiently research their *opponents'* disclosures. I've found that actually to be a rather successful selling point.

LOW-COST MODERN POLITICAL DISCLOSURES

Here is how an electronic public-disclosure system can operate, using very inexpensive desktop computers plus the rapidly-maturing, nonprofit public computer networks:

1. A "filer" is any candidate, campaign committee, elected or appointed official, senior admin-

istrator, or lobbyist who is mandated by law to submit timely financial disclosures to a specified agency. The agency might be a county Registrar of Voters or a state Secretary of State, or Fair Political Practices Commission, etc. The disclosures typically include itemized income and expenditures for a given filing period, plus summary totals for the current period, plus total contributions from named, significant donors from previous filing periods in the current year.

If a filer exceeds a reasonable and substantial threshold in income or expenditures for a specified period, as mandated in law, then they must produce the information that they are required to disclose in a computerized form specified by the filing agency. The specification should include:

- A. What information is required,
- B. The digital form or forms in which it may and must be submitted,
- C. The method or methods by which it may and must be delivered to the agency, and
- D. The deadlines by which the information must be received by the agency.

2. The agency must:

- A. Receive the information that is submitted in any of the permitted forms, that is delivered by any of the permitted methods,
- B. Verify or authenticate that the information is from a representative of the filer who is authorized to submit the filing,
- C. Verify that the information is acceptable in form and content, and
- D. Issue a timely receipt to the filer certifying that the agency has received and accepted the information from the filer. (Note: such receipts are not usually a current practice.)

3. Once received, the agency must:

- A. Make electronic copies of the original information as received, for computer-based public review and public access,
- B. Verify that the electronic copies are accurate and complete,

C. Store a master copy of the information in a secure manner — certified as an accurate and complete copy using readily-available nonproprietary authentication technology, and

D. Periodically re-verify that agency archives are complete and re-authenticate that the copies under agency control remain unchanged.

4. In a timely manner thereafter, the agency must:

- A. Make the information available via low-cost public computer terminals at the agency, for public examination at all reasonable times, and without charge to the reviewers;
- B. Provide complete electronic copies of all of the information without charge to (a) public-access sites as mandated by law — e.g., public libraries, properly-equipped county Registrars' offices in the case of state filings, etc., (b) in addition, make it available to other cooperating public-access systems as selected by the agency, and (c) in all cases do so in all forms in which it is available within the agency that are requested by the receiving site;
- C. Produce electronic and printed copies of parts or all of the information (a) upon any public request, (b) in a timely manner, (c) in at least one printed form and at least one digital form on diskette, and at least one form on the best-connected available nonprofit, public computer network; and
- D. Make those copies available either without cost (i.e., tax-prepaid) or for a fee not to exceed the realistic incremental direct cost of creating the requested copy.

5. The filing agency should encourage independent value-added public-access services, for free and for fee. At the same time, it should institute policies and procedures that discourage inappropriate use of the disclosed information i.e., use for non-political activities unrelated to campaigns, elections and their funding.

Next month's issue will present a detailed outline of how all of this can be accomplished. ♦

COMPU SERVE by Wallace Wang

Wallace Wang is the author of *CompuServe for Dummies*, *Procomm Plus for Dummies* and *Visual Basic for Dummies* (all published by IDG Books). He also does stand-up comedy in the San Diego area, and has appeared on A&E's *Evening at the Improv* TV comedy club. He can be reached via e-mail: //70334.3671@compuserve.com.

CompuServe's Byzantine pricing structure has always made any Kafka plot look easy to understand. For those still shaking their head at the rapid changes and ever-changing rates that CompuServe charges, here is what you're paying for at any given time, assuming you belong to the Standard Pricing Plan.

Every CompuServe member must pay a **\$9.95** monthly fee, which entitles you to unlimited access to CompuServe's basic services plus three free hours a month for Internet access. If you restrict yourself to CompuServe's basic services and never spend more than three hours cruising the Internet, your monthly bill will always be **\$9.95**.

The moment you access CompuServe's "enhanced" services (such as forums, games, and most news services), CompuServe charges **\$4.80** an hour no matter what modem speed you may be using. If you spend more than three hours per month accessing the Internet, CompuServe charges you **\$2.50** an hour for additional Internet time.

There, now isn't that easy to understand? (To keep up to date on CompuServe's always changing prices, use the **GO RATES** keyword. Fortunately, checking CompuServe's pricing structure is always free, although understanding what you're actually paying for may not be.)

COMPU SERVE INTERNET PROBLEMS

Just in case you downloaded CompuServe's new Internet browser, *NetLauncher for Windows* (**GO NETLAUNCHER**), make sure NetLauncher doesn't clobber any other browser programs you may have already installed.

When you install NetLauncher, it copies its own Winsock DLL (Dynamic Link Library) in the Windows directory on the hard disk, rather than in the NetLauncher subdirectory where it belongs. If you already have a **WINSOCK.DLL** file in the Windows directory, NetLauncher renames it as **WINSOCK.000** so the NetLauncher DLL can take its place. This slick move effectively disables all Winsock libraries, including DLLs from Microsoft Corp., FTP Software Inc., and Novell Inc.

To fix this problem, move the NetLauncher Winsock DLL into the NetLauncher program directory, then change the name of the **WINSOCK.000** file in the Windows directory back to a **DLL** extension so your other browsers can find it again. After doing this, reboot your system and NetLauncher should work fine with any other browsers you may have.

FORTUNE MAGAZINE

Everyone dreams of getting rich, which is why so many people spill hot coffee on themselves and then sue fast food restaurants for millions of dollars. The

only reason lawsuits have become the new national lottery is because they allow people to make a lot of money without doing any work — and those are just the lawyers.

But for the rest of us honest folks — whose taxes and bills indirectly finance frivolous and nuisance lawsuits — there's another way to make money called investing. While Las Vegas frowns upon Wall Street because casinos like games where people can win once in a while, thousands of people happily track and invest in the world's financial markets for fun and (sometimes) profit.



To help CompuServe members keep track of the latest financial news, visit the new *Fortune* magazine online (**GO FORTUNE**). Here you can subscribe to *Fortune* magazine, browse through back issues (to find out what decimated previous Fortune 500 companies), buy various video tapes (there are no videos that teach you how to make money by selling videos), send e-mail to *Fortune's* editors, answer a poll (Do you think your broker has ever ripped you off? Yes, next question?), view graphics of past covers, and enter the Fortune forum to exchange shareware financial software, messages, and information with other forum members.

With all the knowledge you can gain reading *Fortune* magazine online, perhaps you can start the next computer company that cracks the Fortune 500 and challenges Microsoft for the throne of the computer industry. Then again, it's probably easier just to enjoy the articles to see where our capitalistic society is taking us.

SPORTS ILLUSTRATED

For those more interested in watching sweaty men run around in athletic uniforms rather than business suits, visit *Sports Illustrated Online* (**GO SPORTS**). Here you can read the text and view photos from this week's issue, chat with *Sports Illustrated* editors and writers (why do professional kickboxers have more front teeth than professional ice hockey players?), subscribe to an automated

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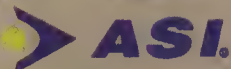
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sports clipping service to keep track of your favorite team or topic (is rioting considered a sport among British soccer fans?), see the latest sports scores, news, and statistics, view past photographs of the greatest moments published in *Sports Illustrated* (the swimsuit issue does not qualify), search through back issues, and shop at the *Sports Illustrated* store. (An authentic Dallas Cowboy's double star jersey costs **\$149.95** but the swimsuit video only costs **\$29.95**).

Nearly every *Sports Illustrated* reader loves the magazine because it gives them a chance to play armchair quarterback. Rather than scream at your television set or harangue your spouse with your wisdom, the *Sports Illustrated* forum provides a safe outlet for your pent up aggression.



Sports Illustrated sponsors a fantasy sports league that gives you control of a real or imaginary team in professional sports. Can you guide the Chicago Bulls to victory with or without Michael Jordan? Which team do you think could have beat the San Francisco 49ers in the latest Super Bowl? Which major league baseball team looked better on the playing field when they were still out on strike? By entering the fantasy sports league, you and *Sports Illustrated* can see if you have what it takes to become a champion.

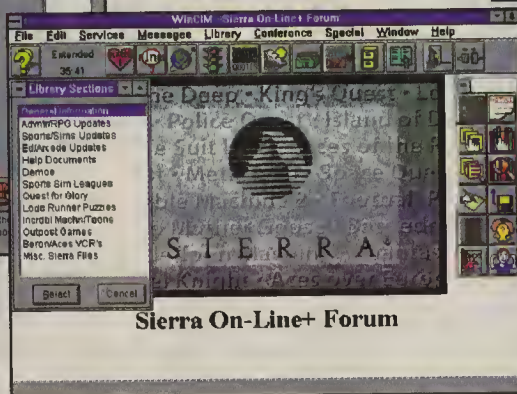
BUG FIX (VERSION 1.0A) FOR OLX FOR WINDOWS

Mustang Software recently released the long-anticipated off-line mail reader, *OLX for Windows* (version 1.0). Just as quickly, Mustang Software has also released the first minor bug fix (version 1.0A) for the program. Fortunately, you can get this bug fix for free by visiting the Mustang Software forum (**GO PCVENA**) and downloading the **OLXWIN1A.EXE** file (176,170 bytes). While many of the bug fixes are cosmet-

ic (changing a Close button to Cancel), many others are minor problems that could cause headaches if you're not careful. For example, if you launched *OLX for Windows* from the File Manager or the command line, it would be unable to open other packets. Sometimes, when sorting a conference, *OLX for Windows 1.0* would not correctly update the new index of the current message; and if you tried renaming a file and the new filename already existed, *OLX for Windows* would cheerfully overwrite the existing file.

GAMES GALORE

Nobody really buys a computer to balance their checkbook. If they did, then Congress would have no excuse not to buy a used IBM PC to help them balance the national budget. Instead of balancing budgets, the real reason people buy computers is to play games.



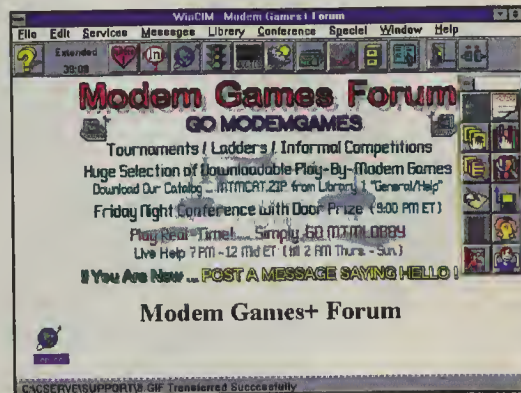
For those who need help getting their joysticks to work, getting updates to games like *Lode Runner*, or getting *Leisure Suit Larry* laid, visit the Sierra Online forum today (**GO SIERRA**). To help you get started in the addictive computer gaming world, the Sierra forum provides technical support for all of their games.

Need help figuring out the intricacies of **CONFIG.SYS** files, joystick drivers, and why no music can be heard out of your speakers? The Sierra technical support staff can help you untangle these problems and more, either through patient, step-by-step explanations or free software patches.

If you want more information about the latest Sierra game, ask other forum members whether you think it's worth the money. To decide for yourself, download a

free demo of the most popular Sierra games (and then ask for help once you realize the game is tougher than you thought).

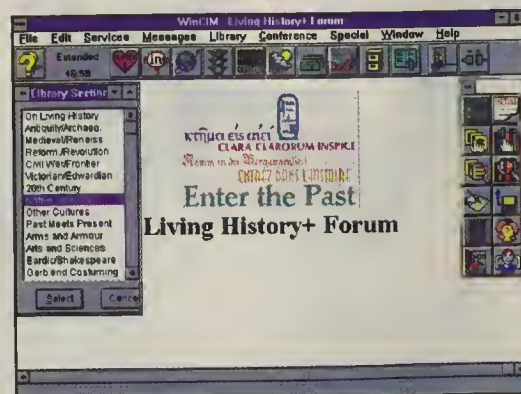
Once in a while, the Sierra forum sponsors conferences where you can chat with the game designers themselves and find out hidden tricks buried within your favorite game, how to get a job beta-testing the newest Sierra games, and what the favorite caffeinated beverage of Sierra programmers may be.



If you can't afford a Sierra game, visit the Modem games forum (**GO MODEMGAMES**) and download shareware games you can play over your modem or through a network. BBS sysops might especially be interested in the BBS door program section, which contains the latest shareware BBS game doors that you can post on your own BBS.

Once you've found a modem game that you want to play (one of Sierra's or a shareware version), the hard part is coordinating your friends to play with you. Rather than racking up long-distance charges, visit the Modem games lobby (**GO MTMLOBBY**) where you can challenge and play any CompuServe member anywhere in the world.

(When playing a modem game on CIS, the rates are \$6 an hour, but you can only use 2400 baud rates or lower.)



HISTORY REPEATS ITSELF

As the world moves towards the MTV generation where ancient history is considered to be watching John Travolta dancing to disco, it's refreshing to visit the Living History forum (GO LIVING). The Living History forum is dedicated to the study and discussion of history, archeology, and past cultures.

Besides offering text files and GIF images on topics covering the Civil War, Native American cultures, Victorian times, Shakespeare, and the American Revolution (among other topics), the Living History forum also sponsors conferences where trained actors take on the roles of famous personalities, allowing you to chat with them as if CompuServe had a direct time travel link to the past.

Ask Shakespeare if he really wrote all those plays or if someone else did it for him. Chat with General Washington and find out what he thinks of his portrait on the US dollar bill. Talk to Charles Darwin and ask why his theory of evolution doesn't adequately explain where creationists come from. With the Living History forum, you can help

keep history alive so we don't repeat the same mistakes thousands of people have made generations before.

FUN WITH FLOPPIES

Almost everyone has seen those free America Online floppy disks pasted inside practically every computer magazine these days, so why not take advantage of them? Simply re-format them, copy the latest version of WinCIM 1.4 on them, scribble out the America Online logo, relabel the disk as "CompuServe", and pass the disks to your friends who haven't yet committed to choosing an online service.

While this is perfectly legal, this tactic is sure to give the folks back at CompuServe a chuckle or two while irking the America Online people to no end. But in the rough, competitive world of computer online services, you might as well have a laugh once in a while just to keep yourself amused. ♦



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LEGALLY ONLINE

by Lance Rose

THE MANY INTERFACES OF FREEDOM

Lance Rose is an attorney practicing high-tech and information law in Montclair, NJ with the firm Lance Rose & Associates. He can be found on the Internet at elrose@well.com, and on CompuServe at 72230,2044. He is also author of *NetLaw*, the online legal guide, published by Osborne/McGraw-Hill and available at better book stores everywhere.

Some hold up the First Amendment as a talisman against online regulation while they pursue the profits in an unfettered Net. Others hoist it as a shield against oppression as they explore the Net's ability to empower small fry by enabling cheap group communications. But in fact, most of us are stranded without a clue about how the First Amendment really works in cyberspace. This was illustrated at a recent meeting I attended on copyright and online services, where a lawyer in the audience commented, "I keep hearing people claim that the First Amendment excuses online services from responsibility for the data they carry, but I never heard a cogent argument about why it applies at all."

In answer to this challenge, we will look at several different ways in which the First Amendment is already operating as a powerful factor in online affairs today. Consider it an early step in mapping out freedom of speech and other freedom rights in cyberspace. By surveying the actual patterns in which the First Amendment shows itself, we will be better equipped to understand its place and meaning in the online world.

First Amendment rights online divide into two broad categories. First, there are First Amendment rights which were already highly developed in the physical world prior to, and outside, the Net. These include the existing rules that protect the "press" (print and broadcast news publishers) and "speech" from government tampering; limits on our ability to sue others under libel laws; limits on the ability of state and federal governments to suppress adult materials; and defining the border territory between protected speech under the copyright laws and free speech under the First Amendment.

In the second category are First Amendment rights that have not figured powerfully in society to date, but appear bound to become prime sources of online freedom as the Net develops. They include the rights of online services, BBSs and other speech distributors to be free of responsibility for the speech of their users; the right of people and companies to privately associate online; and the right for each of us to act anonymously online.

Let's look at each of these areas in a little more detail.

WHO IS THE "PRESS"? WHAT IS "SPEECH"?

By far the greatest institutional recipient of First Amendment protection is the press, traditionally consisting of print publishers and radio and television broadcasters. The press has received many prefer-

ences under the law: preferential tax treatment; freedom from regulation (such as the legal rule that compels cities to permit the placement of metal newspaper boxes on the sidewalks); a right to gain entry into otherwise forbidden places in the name of the public's right to receive the news; freedom from government actions of all kinds that might result in a "prior restraint" preventing the media from disseminating news to the public.

The press receives even further protection under laws designed to make its First Amendment rights more explicit: state "shield laws" that enable a journalist to hide the identity of a news source from the authorities, and the federal Privacy Protection Act, that prevents government agents from seizing materials gathered or prepared in connection with new stories. In all, a powerful bag of legal tools designed to help journalists and publishers freely gather information and spread it to the rest of the world.

But who really is the "press" today? Now, online systems — especially USENET, bulletin boards and the World Wide Web — are turning many millions of people and businesses into publishers. Are they also all turning into members of the press for purposes of the First Amendment? If so, what does this imply about the information service taxes now being enacted by the states? Can they be avoided by anyone with a realistic claim to "publishing" on the Web or bulletin boards? Similarly, can nearly every user of the Internet claim strong protection from government searches and seizures under the Privacy Protection Act?

In the well-known case of *Steve Jackson Games v. U.S.*, a role-playing game publisher successfully sued the government for violating the Privacy Protection Act in the course of its raid and seizure of the publisher's bulletin board and computer system. While this is a good start toward recognizing that computer-stored information is covered by the Privacy Protection Act, the fact remained that Steve Jackson Games' products at the time were printed game playing manuals, "published" in the traditional sense. The question still not addressed in court is whether publication entirely through computer networks should be recognized as publishing for purposes of the Privacy Protection Act.

Up to now, press rights were recognized under the First Amendment as a special privilege enjoyed only by those few who owned an expensive publishing operation or worked for one. Can they now be claimed by anyone who merely lifts a finger to take advantage of the cheap, ubiquitous publishing power of the Net? That depends on one's view of the purpose of the Constitutional protection of "freedom of the press." If

the goal is to further the dissemination of the news by any and all means, to promote as much speech as possible towards achieving an ever more democratic society, then the new amateur, low-budget journalists of the Net deserve the full scope of legal privileges recognized for the press under the Constitution.

However, "the press" in the Constitutional sense can also be understood as a societal institution, whose members in the eyes of the founders were sharply limited in number by the great investment necessary to operate printing presses. Under this latter understanding, the great privileges accorded to the press over the years were tenable, in large part, because they were extended to the very few.

If the rest of us gain those same privileges merely by sending a few characters through the Net, can our government retain sufficient authority to govern? This question will undoubtedly arise as Net users press more and more strongly for full press rights, with the answer uncertain at the moment. Hopefully, if the courts and legislatures choose to limit "press" recognition for rank and file Net users, they will do so in a way that still fully preserves the rights of all of us to engage fully in the great project of disseminating the news without government restraint.

Just as we must ask what counts as the "press" online, we must also ask what counts as online "speech" for Constitutional purposes. This question is central to legal battles currently unfolding between the U.S. government and various citizens over the right to export encryption technologies.

The most notable skirmishes are the ongoing investigation and possible indictment of Phil Zimmerman over alleged violation of the International Traffic in Arms regulations by his distribution of the *Pretty Good Privacy* e-mail encryption program over the Internet, and the civil case by Daniel Bernstein against the U.S. seeking the right to export encryption-related technologies and information across national boundaries. In each of these situations, those seeking to export encryption software claim it is Constitutional "speech", whose distribution is protected by First Amendment. Even if the software is only software, and not "speech" itself, their claim is that encryption software is still protected by the First Amendment because without it, perfectly legal and important political speech would be stifled by the prospect of easy interception either by government or malicious outsiders.

At this point, the alert reader may be wondering: why are First Amendment rights in the U.S. involved at all, if we're talking about exporting encryption software for use outside the United States? The answer is twofold. First, because the existing export prohibitions are so strong that they actually inhibit dissemination of information about encryption within the U.S., thus violating domestic freedom of speech rights. Second, because the Constitution prohibits abridging "freedom of speech", not "freedom of speech within the U.S." If our laws prevent free speech between our citizens and those of other countries, as the would-be encryption exporters claim, then the First Amendment is as fully violated as where it suppresses fully domestic speech.

DEFAMATION ONLINE: IS EVERYONE A STAR?

The defamation laws ('defamation' is another name for the combined laws of libel and slander) have received extended Constitutional attention. In the past, someone whose reputation was injured by lies could always sue the liar for defamation in court. However, in the last 30 years the Supreme Court narrowed defamation law to make it serve First Amendment needs.

Perhaps the most important limit is the rule that "public figures" cannot sue those who make statements damaging to their reputation, even if false, unless the speaker acted maliciously or with reckless disregard for the truth. This rule allows reporters to write without fear about the celebrities and powerful people involved in most news events (as long as they are minimally responsible in their fact-checking), thus preserving freedom of the press for the matters of the greatest interest and importance to society.

At the same time, the defamation laws have been kept largely available to those not in the public spotlight. In the Supreme Court's view, the public has no legitimate need for news about people who are not already famous or directly involved in some famous event. If a publisher prints a lie about someone who keeps their affairs private, that person retains almost the full traditional right to take the publisher to court.

Thus, the Supreme Court made a clear distinction between: (1) those public figures so newsworthy that the public's need for news about them overwhelms their right to sue the press for false-

hoods, and (2) the rest of us, who are so inessential as subjects of social commentary that the First Amendment will not accord the press any special protection when it mistakenly publishes false, damaging stories about us.

Clear as the distinction between public and private figures has been, the rise of the Net introduces a new factor that may blur it out of existence. In the traditional media, a person was either mentioned in the mass audience newspapers and broadcasts (in which case he was likely a "public figure") or he wasn't (in which case he was likely not a "public figure"). In contrast, on the Net there is a vast proliferation of social areas where people can locally achieve a measure of fame, including BBS's, conference rooms, chat areas, MUDs, mailing lists and USENET.

Every time someone who is famous in one of these small, but real, online arenas claims he was defamed by lies in that arena, the defendant could credibly maintain that the "public figure" rules apply, permitting falsehoods as long as they were not malicious or recklessly made. Taken further, perhaps every person who chooses to participate vocally in any online discussion instantly becomes a newsworthy "public figure" for purposes of the First Amendment, and loses almost entirely the right to protect his reputation against those who would spread lies about him. If such defenses are upheld in the courts, they will result in a new narrowing of the law of defamation, perhaps leaving it available only to those who studiously maintain their silence in the midst of the greatest communications revolution of the century.

"In a world where nearly anyone can achieve status and fame online, is it too great a price to be exposed to the barbs of public opinion, with no recourse except for the most outrageous and deliberate lies?" ♦

Does it make sense to expand vastly the class of "public figures" who can be almost casually defamed, to include everyone who prominently figures in an online discussion? Perhaps so. In a world where nearly anyone can achieve status and fame online, is it too great a price to be exposed to the barbs of public opinion, with no recourse except for the most outrageous and deliberate lies? Remember also, that the online world gives us the ability to respond to lies in front of the same audience that heard the lies in the first place. Access to the courts is less

needed to set the public record straight than in the past, when the media were in the hands of the very few, and effective public responses were often impossible.

It could also be argued, though, that vastly expanding the pool of "public figures" to all online participants, and greatly narrowing their rights to sue for defamation, makes it too easy to shoot down the reputations of others irresponsibly. If someone has the ill fortune to become "famous" in an online discussion involving half a dozen people, has she suddenly become so newsworthy that she loses her right to protect her reputation in court?

It will be up to the courts to decide these issues. From here it looks inevitable that the class of defamation-proof public figures will be greatly expanded to account for the new kinds of fame arising in the online world.

ADULT MATERIALS AND SELF-DETERMINING ONLINE COMMUNITIES

Pornography is another area that has drawn First Amendment attention over the years. While the Constitution dictates there can be "no law" abridging freedom of speech, the Supreme Court has somehow propped open a hole in that commandment, permitting government regulation of various kinds of adult materials under the labels "obscenity", "indecent materials" and "child pornography." To determine obscenity, the Court created a three part test, including the famous "community standards" test: a work must be found to "appeal primarily to the prurient interest" according to the standards of the local community before it can be held obscene.

The local community standards test is more than just a way for the Court to avoid the politically difficult task of defining obscenity by kicking it back to judges and juries. It gives people the choice of whether to live in morally liberal or repressed communities, and gives such communities an opportunity to be self-determined, to develop as their members desire. Those who wish to walk down local streets without facing "XXX" book stores and the like can choose to live in communities where sexually oriented materials will be readily found obscene under local standards. Those who want a broader choice of adult materials can choose more liberal communities where a finding of obscenity is much harder to achieve.

As interstate commerce has developed, bringing us mail order porn and phone

sex services, the question arose whether the "local community" for obscenity purposes is the place where the adult materials are mailed or telephoned from, or the place they are received. So far, the Supreme Court's answer has been consistent: for phone sex and mail order porn, the local community is the place of receipt. With this rule in place, local communities began gaining a measure of power over adult material operations located far away. Those companies that have remained in business learned about the morally restrictive areas, and made sure not to send their goods into those regions.

In the first interstate case against a BBS, *U.S. v. Thomas*, a federal trial court applied the same approach to find the owners of the Amateur Action BBS in California guilty of providing online materials considered obscene under Tennessee community standards. However, the Electronic Frontier Foundation is suggesting on appeal that online services with adult materials raise a new, different question about "local communities" for obscenity purposes: if people can choose whether to live in restrictive or liberal self-determining physical communities, aren't they also entitled to make the same choice about self-determining online communities?

If people choose to visit online communities that are permissive about sexual materials, do people outside those communities have the right to dictate the materials those communities make available? The EFF approach is an example of what its Policy Director, David Johnson, calls, "taking cyberspace seriously." If the online world is really a collection of different places and communities, shouldn't we allow them to function in their own right, and not hold them hostage to the rules of whatever land-based jurisdiction chooses to haul an online user into court on a given day? This question is squarely before the appellate court in the Amateur Action appeal, and it will doubtless be raised again in a variety of other contexts.

COPYRIGHT VERSUS THE FIRST AMENDMENT

There is a historical tension between copyright laws and freedom of speech hard-wired into the Constitution. Article 1, Section 8 empowers Congress to give authors the right to prevent others from

copying their creations, while the First Amendment requires freedom of speech, with no exception for speech copied from the writings of others. In practice, the copyright laws and freedom of speech rights coexist uneasily, with several doctrines of copyright law easing the tension in various ways. These include

- the principle that copyright law does not protect "ideas", only expressions of those ideas, to ensure that all ideas remain free for public examination and discussion; the doctrine of "merger", which prevents ownership even of expressions where such ownership would prevent public use of the ideas expressed;
- the requirement of "originality", which ensures only that truly new contributions to the body of published works will be kept out of the public domain by copyright laws;
- the "first sale" doctrine, which provides that once a work such as a book is sold, the customer can resell the book free from control by the copyright owner; and
- the "fair use" doctrine, which sometimes permits copyright infringements to occur, in the name of freedom of speech or other worthy social values.

The fair use doctrine, in particular, is getting quite a workout today in cyberspace.

"... if people can choose whether to live in restrictive or liberal self-determining physical communities, aren't they also entitled to make the same choice about self-determining online communities?" ♦

Many different interests are pushing for greater freedom to distribute freely on the Net, for purposes including news, nonprofit, educational, and multimedia. For example, many believe that once a news article shows up in a newspaper, it is fair game for complete, verbatim distribution throughout the Net. Others feel that any digitized image found on the Net should be completely available for free as source material for other images and for multimedia works.

The fair use doctrine as it functions today would not excuse such uses. They would be considered gross violations of the copyrights in news articles and pictorial images, respectively. This is because the fair use doctrine has traditionally been very protective of copyright creators' property rights, to make sure those creators retained sufficient incentive to keep creating new, valuable works. Will

this tradition hold in the future, or will rising pressures to permit free Net distribution of digitized works lead to new inquiries into how much copyright protection is really necessary to provide an incentive to creation? Will the fair use doctrine be expanded to cut back creators' rights, placing them in a closer balance with the public's immediate need for valuable information?

Another major area where copyright bumps up against freedom of speech is database protection. In *Feist v Rural Telephone*, a case involving white pages telephone directories, the Supreme Court held that there is no copyright in such directories. They consist of nothing but piles of "facts", which are not protectable under copyright because they are not original, and which must remain free for use by the public under the First Amendment. Although the case was directly about printed directories, businesses and other courts have taken its holding as applying entirely to electronic databases as well, many of which are equally susceptible to the finding that they are nothing but unprotectable piles of facts, and thus subject to losing much or all of their prior copyright protection.

Since the Feist decision devalued electronic databases overnight, and since database publishing is a major online activity, the decision left a major hole in asset development opportunities online. Database publishers have responded through a variety of legal mechanisms, such as protecting their data as confidential and relying on restrictive contracts with their customers, and practical mechanisms, such as restricting users' ability to download large parts of the databases, and protecting their data with encryption. While these methods do restore some level of protection for database owners, they do so at the expense of making the data not easily available to the public, causing the Court's attempt to make "facts" more available to the public to backfire. In the long run, we may see legislative solutions to database protection that override Feist and push back the First Amendment, in order to better accommodate database investment while keeping the data itself fairly available as a practical reality.

Tune in to this column next month for the thrilling conclusion of "The Many Interfaces of Freedom," when we discuss the First Amendment areas that are undergoing radical new development in the Net: responsibility of online services for the materials they distribute; anonymity online; and freedom of online association. ♦

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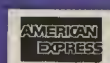
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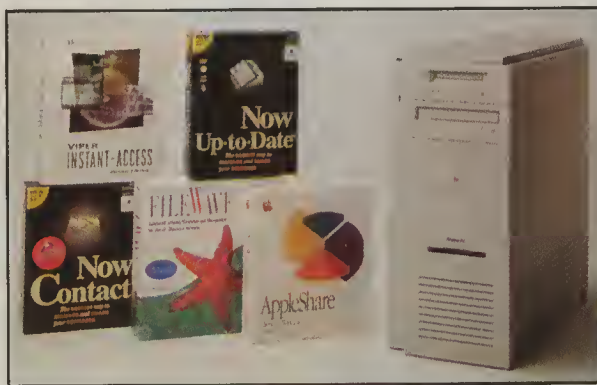
MACINTOSH NEWS

by Bill Gram-Reefer

ARE YOU BEING SERVED?

Apple finally unveiled its Internet Server bundle during April's Internet World Expo in San Jose, CA. In terms of providing an all-in-one Internet package, Apple may have made up for being a day late, but it will probably be potential administrators that will come up a dollar short.

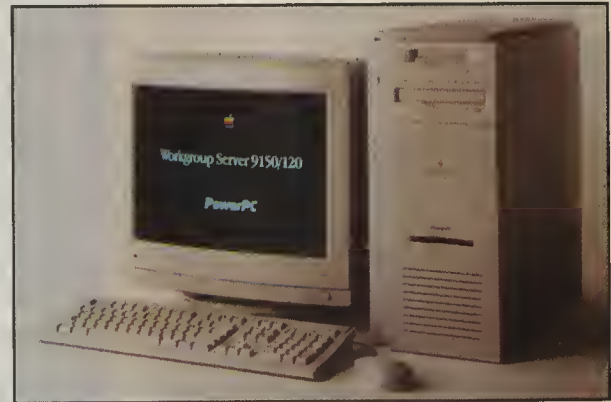
Apple's *Internet Server Solution* is an awesome array of high-tech firepower designed to make publishing web pages on the net easier than walking your dog. First, the hardware. From column A you get to choose from a variety of WorkGroup Servers, either a 6150/66, 8150/110, or 9150/120, each coming with 16 Mb RAM. All are based on the PowerPC 601 RISC processor. The 6150 runs at 66 MHz with room for one seven-inch NuBUS slot. It comes with a 700-Mb hard drive, quad CD drive, and the usual array of ports and SCSI capability. The 8150 hums at 110 MHz and has bays for two 1GB, 2GB, or 4GB drives, an optional DAT with data compression to 14GB, support for 9 SCSI devices on two separate buses and three NuBUS slots and a processor-direct slot. Barreling down the I-way, though, comes the big boy, Mister 9150. 120-MHz, up to five 4GB drives, plus optional DAT and support for 14 SCSI devices on two buses; four NuBUS slots. Apple throws in some administrative software with this, like an AppleShare Client for Windows, AppleRaid, Adobe Acrobat reader, server management software, etc.



Then there's the software. So instead of a Chinese restaurant menu, now you go to smorgasbord mode — it's all included, sitting under warming lamps waiting for you to fill up your digital buffet plate. The Internet Server Solution comes with a CD packed with all of the software you need to get established on the WWW: *MacHTTP* server software from BIAP Systems (V3.0?), *BBEdit* from Bare Bones, a hypertext markup language (HTML) editor, a Netscape

single-user client, new domain name server software for Mac OS, *HyperCard*, *Claris FileMaker Pro*, and *Everyware*, Butler's SQL database software with sample templates and data. Additionally, Apple throws in version 1.5 of *AppleSearch* and *AppleSearch* Common Gateway Interface (CGI), *Adobe Acrobat Pro* that lets you author portable document files, and a bunch of clickable maps, forms, sample web pages, *Retrospect Remote*.

What's it cost? **\$2,909** for the 6150, **\$5,319** for the 8150, **\$8209** for Mister 9150. Of course, you're on your own for most of the extra hard drives, DAT, and RAM you'll need to be a big time TV webster, but hey, no prob. And don't forget to factor in the **\$600** per month it will cost you for home-based ISDN with dedicated IP access and a domain name from PacBell.



When is it available? Apple says Mister 9150 will be ready to roll in May. So what if you just plopped down **\$3,000** for a 7100 PowerPC? Feel a little left out? Can you at least get the software? Unbundled? Well, not the big ticket commercial stuff of course, just download the shareware stuff and you'll be fine. Real DNS from Apple, that'd be cool, though. So let's start a push for Apple to provide an unbundled selection of some of the software.

"A what? Apple servers on the net? Why, they must be out of their minds! How dare you," grouses the weeny UNIX guy. "How can you call yourself an Internet administrator without going through the trouble I have? Don't need to know UNIX? Install a web server with a click of a mouse? Up and running in minutes? Run CGIs without complex C programming? No security patches? One of the most secure servers out of the box? Compatibility with web clients? Why, *anyone* could offer content!" The weeny turned in disbelief exclaiming, "This has to be a joke!"

Bill Gram-Reefer, based in Concord, CA, is president of WORLD-VIEW, specializing in connectivity and communications. Bill has been writing about Macintosh computers since 1984. His column on Commercial Online Services appears monthly in *MicroTimes: California's Computer Magazine*. E-mail Bill at reefer@netcom.com

No joke. Remember when desktop publishing first arrived? Letters to mom in 15 fonts using the style menu liberally? Just wait til the UNIX crowd and the PC-biased Internet publications (like this one) get a whiff of the unwashed Mac masses on the net. Then there's the issue of timing. A day late, perhaps. But with 5,000,000 web sites already "out there" — heck, Yahoo only keeps tabs on 40,000 — it's still early for even you to make your mark in cyberspace.

NOVALINK PRO: BILL DIALUP CALLERS FOR SLIP/PPP

Speaking of Web servers. Don't overlook ResNova's version 4.0 of *NovaLink Professional (NLP)*. First of all, it provides support for HTML in every message area, including support for WWW. Users can create their own hypertext documents for e-mail or conferences containing pictures, movies, and hot links. Plus NLP gives users the ability to share a SLIP/PPP account maintained by their host NLP system (assuming the sysop chooses to provide one). Using ResNova's client software, users can dial in over a normal analog connection, then dial out through the NLP system's SLIP/PPP line(s) to enjoy the Web in all its glory. Users don't have to subscribe to criminally overcrowded IP providers like Netcom. Without a direct Internet connection, local dial-up users can log on then access Internet mail, USENET News, and the worldwide web via modem, X.25, AppleTalk or Telnet connections.

ResNova has also beefed up NLP 4.0 with an ODBC gateway to databases. Also new is an account server that integrates database support for advanced billing capabilities (see below). Additionally, an account server enables multiple servers to share a single account file so that distributed systems can perform like one large online service.

Remember a couple of years ago, all anybody could ask about a new Macintosh BBS was, "will it support externals?" Those were the days. But time marches on, thankfully. A third party has created a nifty package that runs on ResNova's NLP 4.0. Matter-Form Media has announced *BBS Biller* that lets sysops bill customers for their time spent surfing the net (you weren't going to spend all of that money on equipment and net connections just to give it away, were you? Were you?). A biller! Now we're getting somewhere.

The basic Biller package runs \$100 and allows you to print bills for check,

money order and credit card customers. The basic package includes an AutoPilot Tool that can schedule and automate the process, in addition to an Export Tool to share information with most database, spreadsheet or accounting software. There's a Credit Card package for \$500 that includes the Basic package, plus a CreditCard plug-in tool and Tellan Software's *Mac-Authorize*, so you can charge credit cards directly from your computer. A \$20 Bill Reader plug-in lets your customers (they're not users anymore, get it?) read their current bill online, while another \$20 gets you the Electronic Billing tool that lets you send the bill to an e-mail address, while another \$30 tool provides for more advanced mailing list capabilities including searching, printing labels, envelopes and form letters. Available through ResNova Software, Inc.; 5011 Argosy Drive, Suite #13 Huntington Beach, CA 92649 (714) 379-9000 voice; (714) 379-9014 fax; e-mail://sales@resnova.com; (714) 379-9004 dialup BBS.

As long as we're accused by the "If it ain't TBBS what is it?" PC journalists that a certain amount of cheerleading takes place on these pages, hats off to SoftArc, who, according to a couple of magazines following e-mail and messaging, ranks fourth with its FirstClass group communications software in installed LAN mailboxes. See *Boardwatch's* June, 1995, Telebits section for details.

QWKMAIL VIA INTERNET

New from StarNine Technologies comes *Mail*Link Remote for QuickMail*, providing cost-effective means for any QuickMail network to exchange e-mail via the Internet. Mail*Link uses the UUCP protocol as a bridge, no UNIX weenies required. Mail*Link is transparent, while QuickMail users send and receive mail as they normally do, just over dialup connections to an IP provider. Users can add IP-style addresses on the fly while the process of dialing into the IP provider is automated by Mail*Link, as is the actual exchange of documents.

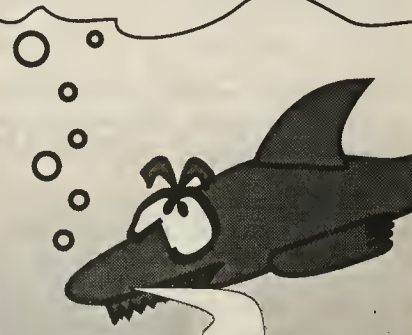
BBS-IN-A-BOX CD FOR MAC OR PC

So with the cross-platform compatibility craze started by Apple and Macintosh BBS software vendors with their, "OK, you won't support me but we'll support everybody, so there!" attitude, comes the bizarre fact that Mac BBSs get calls from, you guessed it, lots of those crazy DOS and Windows users looking to

rape your hard disk, ready to download everything in sight. But heck, you don't even have multi-player Doom! Anyways, the guys at AMUG have put together a nice Windows edition of their *BBS-in-a-Box*, which not only is chock full of files for those code snarfers, but works on either Mac or PC-based BBSs. Plus, it is super easy to mount. It also includes more than adequate descriptions for most Mac formats including NovaLink, FirstClass, TeleFinder, Second Sight, Hermes, Wildcat, TBBS, Major, and PC Board formats. This is truly the first Mac/PC BBS ready CD and I think you'll like it. On a PC the sysop sees the directories in the folders with the files for PC but not the Mac directories and vice versa; kinda like matter and anti-matter. Michael Bean, chief cook and bottle washer at AMUG calls it the "intelligent BBS ready for CD." Arizona Macintosh Users Group, 4131 North 24th Street, Suite A-120 Phoenix, AZ 85016; (602) 553-0066 voice; (602) 553-0144 fax; ftp://ftp.amug.org. ♦

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SURFWATCH SOFTWARE: DO-IT-TO-YOURSELF CENSORSHIP

by David Hakala

In last month's issue, Jim Warren outlined some technological solutions to the "problems concerning electronic access to sexual content." One of them was "blocker" software, which would give "parents, teachers, librarians" and anyone else who keeps the keys to computers the power to "limit the sites and/or addresses to which the users are permitted to have access."

It's here, folks: Surfwatch v1.0, from Surfwatch Software, Inc.; (415)948-9500 voice, <http://www.surfwatch.com>; e-mail: info@surfwatch.com. It lists for \$49.95, and steep discounts are available for educational institutions.

Surfwatch screens Internet newsgroups, World Wide Web, FTP, Gopher, chat and other Internet services. User requests for access to sites on Surfwatch's "blocked" list get a message stating, "Blocked by Surfwatch" instead of their requested destination.

The product comes with a database of over 1,000 pre-blocked Internet sites, ranging from specific URLs to entire subdirectories of the Yahoo database. This list was compiled by Ann and Bill Duvall (respectively President and CEO of the company) and Jay Friedland, VP of Marketing and Sales. They had help from a variety of sources, including Net-published lists of adult sites, college kids surfing for key words on an hourly wage, ten parents and educators, and now a growing number of customers.

Authorized users can enter a password that activates or deactivates Surfwatch, allowing all-or-nothing access to the blocked sites. So in order to use Surfwatch, you must be resigned to accepting three people's decision as to what should or should not be blocked. Friedland says the company will release another module that will give users — the ones with passwords — freedom to add, modify and delete individual entries in the blocked-site database. But he would not say when it will be made available.

Ironically, Surfwatch is touted as "a true alternative to Internet censorship," Friedland argues that "censorship" is defined as a government activity (our Webster's Unabridged Dictionary begs to differ), while deciding what your children — or other people's children, or one's employees — can look at on the Internet is "a matter of personal choice." This is a beautiful example of applying "spin" to an issue.

Surfwatch cunningly addresses the needs of parents and educators who feel they have "lost control" of their younger charges, so it will probably sell like hotcakes. Personally, I don't ever want to see it. ♦

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- 9600 baud modems and higher dial (304) 243-2560

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- Ftp iron.nttc.edu, login as anonymous
- Gopher iron.nttc.edu
- World Wide Web URL <http://www.nttc.edu>

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Vue-It acts as a file page replacement module providing:

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- ✓ Allows optional downloading of the text file.
- ✓ Allows optional faxing of the text file.

EZ-Fax

\$59

EZ-Fax makes getting fax information easier by allowing you to set up a menu command to transmit a fax document. When a user selects the command from your menu, they're prompted for their fax phone number and the fax document is on its way!

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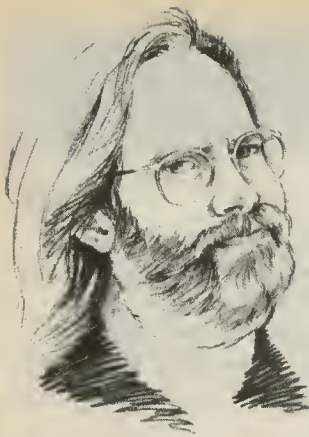
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BEGINNER'S LUCK by Doug Shaker

FINDING TIME FOR MOTHRA

Doug Shaker owns and operates The Smalltalk Store. He can be reached via e-mail at doug@smalltalk.com.

He has one wife, two children, three cats, four computers and five telephones.

When I started my BBS, I knew that finding the time to be a sysop was going to be a problem. But I also knew if I thought about the time problem very much, I would have done the sensible thing and never have started the BBS. But you can only take sense so far. If you want to have a real life, as opposed to a really good virtual reality simulation, you need to do things that your heart dictates rather than your sense. So I started my BBS.

However, when you make decisions like this, sometimes you just have to put up with the times that your good sense was trying to warn you about. Last week was one of those times for me. Let me tell you about it.

I am a father of two small children, a seven year old girl and a four year old boy. My daughter likes theater. Actually, she loves theater. She loves it when we take her to plays, she writes and stages plays herself on rainy afternoons. She really likes the idea of being involved in real theater productions. There is a local theater group that stages productions using local families - parents and children - and my daughter and I got involved. Our most recent production was *The Sound of Music*. I had a bit part as a Nazi (with the immortal lines "Hauptman, block the driveway!") and my daughter was a puppet in the Lonely Goatherd number. If you aren't familiar with the musical, all you really need to know is that these are completely trivial parts. Nevertheless, for ten days, my daughter and I spent five to ten hours, per day, in rehearsal or performance. As you can imagine, this commitment made my schedule a little tight.

Well, I also own and operate a one-person mail-order business out of my home. Being at home gives me lots of flexibility with my time, but every so often I have to crunch away at things and get a lot done in a short time. I have needed to get a new catalog out for months. The one I had been using became largely obsolete about four months ago and, as a result, sales were falling. Since my level of income is directly tied to my level of sales, I became highly motivated to get out a new catalog. I *needed* to get a catalog out.

But getting a catalog out isn't simple. I had to get some editorial content, argue with suppliers about margins, set prices, write descriptions, then, finally, get the sucker printed. Then, while it is at the printer, I needed to enter all of those names and addresses of people who wanted a copy into my database, so that I could print bar-coded labels for the postal

service, so that I could mail the catalogs at a cheap rate. This translated to four or five hours a day in catalog-related work for a period of three or four weeks.

Add all this to my usual six to ten hours a day of work of taking and filling orders, and you can see that I had a time problem. Either I had to cut my sleep from six hours a night down to three, or I had to blow off the BBS for two weeks. Since I am a complete jerk when I am severely sleep-deprived, I decided to blow off the BBS for two weeks.

This is not good for the BBS. If you have a BBS, it is your effort and sweat and creativity that attract people to the BBS. Without your personality, a BBS is no more interesting than the File Manager, that boring but serviceable file browser that comes with every copy of Microsoft Windows. What do you do with File Manager? Look at a bunch of files, click on one, see

the text inside, copy it if you want. That is what you do with a BBS. Without a personality at the console, it is boring, boring, boring. It is your personality that makes your BBS worth looking at.

So, after two weeks away from my BBS, I had to get some

action going. But I got an idea from a friend of mine who runs the Smalltalk Users' Group in Atlanta. He'd put together a great newsletter, but it was too long. Printing and mailing would have cost the group about \$1,000, more than they could afford. But if I got a World Wide Web server running on my BBS, I could net-publish it for them for free -- and get myself some ever-changing pertinent content! I told him I'd try to get it going. Follow me, then, as I try to get my web page up and running.

The first thing to do was to get the web software from the suppliers of TSX-BBS, S and H Computer Systems; it costs \$500. They will mail it to you, let you FTP it from them, or you can download it from their BBS. I got it via FTP from their system.

The zip file wasn't huge - 166k. I downloaded it in about 5 minutes and unpacked it. Inside were a 349k executable, an 11k document, a 2k configuration file, and a 1k readme file. Looking at the configuration file, it looks to me like the software is a fairly straight port from UNIX to the TSX operating system of the CERN web server software. Since the TSX operating system is a multi-processing operating system that uses a DOS file system, it is fairly easy to port UNIX software to TSX. And it is certainly much easier for S and H to do a port like this than it is to write a new web server.

"...I decided to blow off the BBS for two weeks. This is not good for the BBS. Without a personality at the console, it is boring, boring, boring." ♦

Installation was pretty simple. I had to move the executable to the main system directory, edit the configuration file to tell it where the web pages would be stored, and then start the HTTPD demon. It took all of 10 minutes to do all of this.

Now I needed to get a web page written. Easier said than done. I went onto Compuserve, entered the Internet Resources Forum, (go [inetreso](#)), and found two promising packages. One was called **ghtml.zip** and is a set of Word macros to convert an ordinary Word for Windows file to an HTML file. The other was called **hotmet.zip**. That zip file contains a Windows-based editor of HTML files called HotMetal.

I had no luck with either. *Ghtml* creates a template for web pages inside Word, then a toolbar to help you manipulate the web page. Unfortunately, I couldn't ever get the toolbar to display, even with a half-hour of trying. I suppose there would have been a way to make it work without the toolbar, but the documentation is so centered around the toolbar, I couldn't figure it out.

I tried the other program, *HotMetal*. HotMetal looks good at first, it is a nice little window program that makes it easy for you to type text and insert HTML formatting codes. But you can't use it without understanding HTML and I've got no time for such nonsense. The last formatting language I learned was SCRIBE in 1984 and I have no intention of learning another if I can help it. I'd much rather buy a program to do it for me.

So, I was stuck. I wasn't able to generate an HTML file on my first pass. I think it is bizarre that it seems to be more trouble to put together a web page than it is to start up a web server. But thus is the way of computers, if you know what I mean.

Anyway, I went back to Compuserve, did a file search on "HTML" and downloaded everything that I thought might help - about six more files. One of the files was **cuhtml.zip**. This file was supposed to do the same things that **ghtml.zip** was supposed to, however, when I tried this one, it installed and worked fine. Installation involves renaming one file, copying two DLLs to the Windows directory, one INI file to the Windows directory, and copying one DOT file to the Word template directory.

I then loaded up Word, selected my new template, **cu_html**, and added the HTML toolbar. I read a few pages of the eight pages supplied and started work-

ing. I imported a text version of my store catalog, and then adjusted some heading and bolding information. I saved the new document as a Word file, then pressed a button on the toolbar labeled "Write HTML". After that, Word whizzed away for a couple minutes, inserting formatting codes. Then, after it had made several passes through the document, it saved it to the disk. There it was, my first HTML document.

I copied it to my BBS, and renamed it **welcome.htm**. On the web server that I am using, this is a privileged name. If a user connects with my web server and they have not specified another HTML file that they would like to see, **welcome.htm** is the file that will be displayed to them. Now, the theory is that I had a working web site.

I called up a friend and asked him to connect to my site. He was able to ping [www.smalltalk.com](#) but he was completely unable to bring up a web page. We tried filename after filename. Nothing. I know his web browser works. I know my SLIP connection works. Something was wrong with my web server.

I got out the documentation on my web server and reread it. The problem was one caused by my own ignorance and the way the web server was ported from UNIX to TSX.

Under UNIX, all disk drives fit into a unified file system. When you bring a disk into the system, you specify where in the file system it will be. Under DOS, you don't do that. Under DOS, each device has its own file system and you need to specify which device a file is on. Because the UNIX file system is unified, you never have to reference a device to get at a file - you can just specify its location in the single file system.

Since TSX uses the DOS file system, one of the adaptations S and H had to make when they ported the software was to provide for device names. They had to pick some method that would look like a UNIX file system to the innards of the web server, but which they could translate into a device name somewhere along the way. What they decided to do was to declare any file path that started with two underscores, a letter, and two more underscores, to be a device name equivalent. If you wanted "**F:\web\welcome.htm**," you needed to write "**/_f_/web/welcome.htm**" in the configuration file. You may

notice that it is a bit hard to distinguish two underscores from one underscore. I, too, had that problem. I had written my entries in the configuration file with one underscore on each side of the device name instead of two. When I figured out the error, I changed the configuration file, booted my system, and hoped. By now it was too late to call my friend, so I logged into a system where I could use a simple text web browser called Lynx. I started it up, told it to look for <http://www.smalltalk.com> and - yes! - I was looking at the web page I had put together!

Elapsed time for this installation: about 36 hours. Actual labor expended: about 3 hours.

DISKETTES ON THE LOOSE

This really doesn't have much to do with BBS systems, but what do you do with all those America Online diskettes that they keep sending to us? I must get one or two a week. Sometimes they come in a little package, sometimes in a big package, sometimes they come

with a magazine. But they certainly do come. If I am getting 20 or so a year - and that is a reasonably accurate estimate - then how many are they sending out? Millions? Tens of millions? Hundreds of millions? Billions?

I suppose I am on a lot of nerdy mailing lists, but, still, I'm getting an awful lot of these things.

How profitable does an online service have to be to justify sending \$20 of diskettes to every nerd in the country that subscribes to three or four computer magazines? My guess is that they are really spending all of their profits trying to sign up more (and more and more) subscribers. But there are only so many nerds out here. When I get 20 diskettes a year, I have to think they are reaching the end of their growth curve and that they have signed up nearly everyone they are going to be able to sign up.

But I'm not a highly paid online service executive. I'm just an ordinary Joe with a pile of AOL diskettes. I must be wrong. But I don't think so. I think they are about to pop out.

The question I wanted to ask is: How do you use all the AOL diskettes you get? Coasters? Thick playing cards? Twist the shutters into unnatural shapes? E-

"How do you use all the AOL disks you get? Coasters? Thick playing cards? E-mail me your ideas: coasters@smalltalk.com" ♦

mail me your ideas at **coasters@smalltalk.com**. I'll publish, in this column, the ones I like best. No prizes, just a fleeting moment of fame.

LOOSE ENDS

A couple of issues ago, I talked about video switches that let me keep two computers hooked to one monitor. This was of interest to me because my office is barely large enough for my desk. Extra monitors would reduce the space I have for my valuable clutter and paper stacks. Since I prefer that my desk space go to my marble collection and my sumo wrestler action figure rather than an extra monitor, I wanted to get a video switch. There were good switches that cost \$500 and cheap ones that cost \$30. I got a cheap one from JDR Microdevices. Unfortunately, using the switch gave me nasty ghost images about a 1/8" to the right of the real image. It looked terrible, but I got used to it. Other people would say "How can you stand to look at that screen?" and my response was always something along the lines of "Oh, yeah, that. Heh-heh."

Conversations like that always make me feel like I am the world's worst computer geek. Here I am, abusing my eyesight to save room for my sumo wrestler

doll, and all I can say is "Oh, yeah, that. Heh-heh." Well, this week I bought an NEC MultiSync XE15 monitor for about \$550. This is a *great* monitor - rock-solid image, no ghosts, good color, no mushy pixels. It solved the problem completely. It is a pleasure to use. I could look at it all day. As a matter of fact, I *do* look at it all day, and often half the night, too. It hasn't disappointed me yet.

RESOURCES:

S and H Computer Systems makes TSX-BBS. Voice: (615)327-3670, BBS: (615)320-1820, telnet://sandh.com, ftp://ftp.sandh.com. Shareware versions are downloadable from the BBS and available via FTP.

The Smalltalk Cafe (a.k.a. Mothra) can be reached by modem at (415)854-5581 or telnet://bbs.smalltalk.com. If you just want to look around, log in with first name = "boardwatch", last name = "guest" and password = "none". If you have a real interest in Smalltalk, go ahead and log in as yourself. My web page is reachable as <http://www.smalltalk.com>.

I bought my NEC MultiSync XE15 from JDR Microdevices in San Jose, California. Their phone number is 800-538-5000. ♦

HAYES TO EXIT CHAPTER 11 BY FALL

Hayes Microcomputer Products Inc., filed its Chapter 11 Plan of Reorganization May 15, which will lead to its emergence from Chapter 11 less than a year from the company's original bankruptcy filing. The plan provides for 100 percent payment of valid claims to creditors within 40 to 60 days after the plan is confirmed by the court. Hayes will obtain approximately \$60 million in new capital funding to execute this plan, in a combination of equity investment and credit facilities.

"We are working closely with our financial advisory team at Robinson-Humphrey to procure the funding to complete our plan," said Dennis C. Hayes, Chairman and CEO. "This is great news for our creditors, our customers and our employees who have been a constant source of support." Creditors can contact Hayes by calling the Claims Processing Department at (404)840-9200.

Hayes filed for Chapter 11 bankruptcy protection last November, listing approximately \$100 million in assets and a similar amount in liabilities. A cash flow shortfall stemming from production outsourcing problems apparently contributed to the company's temporary difficulties. See "Telebits," January, 1995. ♦

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PEOPLE ONLINE by Phyllis Phlegar

STALKING GALARRAGA



Phyllis Phlegar is a graduate of the University of North Carolina at Chapel Hill, and also holds a private pilot's license. She is a freelance announcer and her work can be heard on Business Radio Network, National Public Radio and the Armed Forces Radio Network. Phyllis' book *Love Online* is now available from Addison Wesley Publishing Company.

Write to Phyllis, at **XHBG67A** on Prodigy, **P.Phlegar** on GEnie, **Phlegar** on Delphi, **P.Phlegar** on AOL, **71562,407** on CompuServe or at **phyllis@cris.com** on the Internet.

I love the game of baseball. It's been almost 30 years since I had a team whose triumphs and defeats were played out daily — live — on radio or TV. I don't remember the first game that I heard, but I know it had to be the New York Yankees, sometime in the 1950's. We lived in northern New Jersey at the time, and every summer my father would have the radio on, listening to Mel Allen, while Dad worked around the house or in the garden, or while

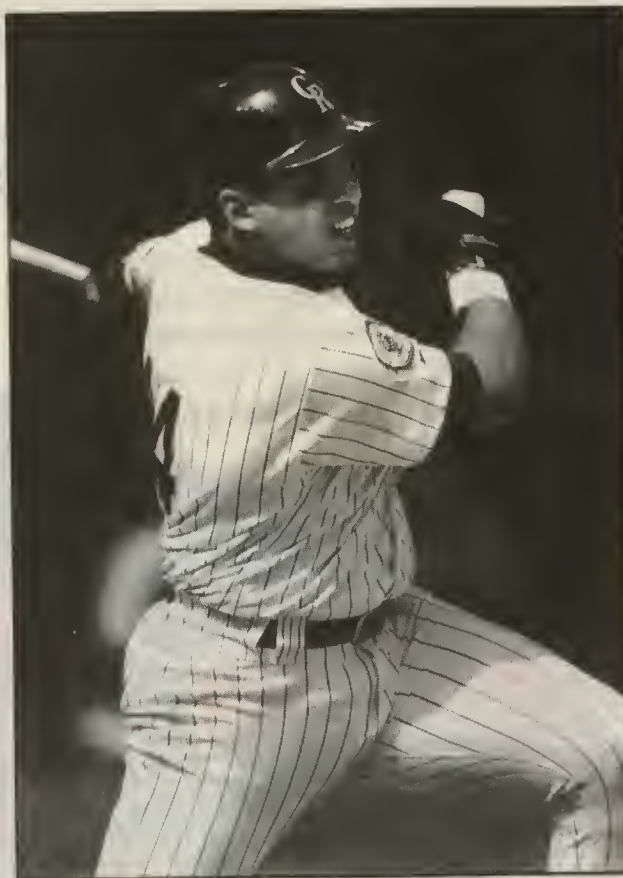
playing Pinochle with his friends at the lake. My sister Fran and I played a lot of softball, and dad would coach us on our hitting, always saying "Keep your eye on the ball!" We became formidable hitters.

In 1962, my father took the family to "The House That Ruth Built" — Yankee Stadium — to see a game. At the time, I knew little about baseball history. I was just thrilled to be watching a few of the current heroes: Mickey Mantle, Roger Maris and Joe Pepitone! We had good seats, not too high up, right behind home plate.

When my family moved to North Carolina in 1965, my ability to follow the Yankees essentially ended. The only way I could find out how the team was doing was to watch sports news or check the stats in the paper. But no more radio. And there were really no national teams nearby. We did have a good AA ball club in Durham...the Bulls...and as an adult I did go to a few games. After the movie "Bull Durham" put this team on the map, there was a big-league feel to the stadium, but it still wasn't the same.

It wasn't until I'd moved to Colorado, and Denver got an expansion ball club, that I could have baseball on

the radio nearly every day during the season. It wasn't long before I was hooked again, reading everything about the Colorado Rockies that I could find, listening to games on the radio and watching on TV. Like many others who followed the Rockies, my favorite player became the power-hitter first baseman, Andres Galarraga. A big man by any standards (6'3" and at least 230 pounds), he is very flexible, powerful, jumps high for a man of his size and does it with what I'd consider extraordinary grace. I understood why he is known as "The Big Cat."



Of course, I've been to a few Rockies games with my sports talk show host friend Jeffery. We had great seats, right along the first base line where we knew we'd have a great view. Before the games, young kids called to Galarraga to have him sign autographs; I was watching the pre-game warm-ups from the railing and got a good close look at Galarraga and was made even more aware of just how large and yet graceful a person he was. I was ruined!

The radio, the TV, were no longer enough! I wanted to be at each game, but that wasn't possible. I spent many hours listening to the Rockies games while writing my columns for *Boardwatch* and wondered, "Did Galarraga use the Internet to talk to loved ones back home in Venezuela? Were any

ball players online?" This season, with the strike over, I went looking...as anyone online can do in cyberspace.

Though I most especially want to find Galarraga, any baseball player would be great! As a regular fan, and not a writer, I posted messages on national services and on Internet newsgroups in particular. (*The alt.sports.baseball hierarchy includes groups for many major league teams.* — ed.) I sought the

Yankees, The Braves and Rockies...and read their WEB pages too. (See sidebar. — ed.) While several well-known baseball greats were guests in live chats on a couple of national services, I was told that they were using someone else's ID, and if they had ID's of their own, no one knew them. Using FINGER on the Internet wouldn't work if I didn't know the domain name (how could I?) and searching member lists was time-consuming and unproductive.

Finally, I got a response from a AAA player from the Phillies. He's on Compuserve and goes online regularly to check the stats and see what the fans are saying. He told me how he's been in and out of the majors over the last 8 years and wishes he could get back in. "It would really help you if I was back in the Big Leagues (not to mention my pocketbook), because there are probably a few more Major Leaguers who can afford computers. I know Orel Hershisier and Curt Schilling are really into this stuff, but couldn't tell you how to reach them."

He also didn't know of any other baseball players who were making their presence online public. I can't say I blame them for staying silent, they could end up getting an awful lot of e-mail! I tried looking up Hershisier and Schilling in the member list on Compuserve, with no luck. I looked for Galarraga and the only one listed was "Murray" in Canada.

For my Internet cruising, I used AOL's relatively new interface, and found it quite easy to navigate. I also got an Internet response that was an unex-

pected bonus... a fellow who was originally from Venezuela, and who had seen Galarraga play ball in Caracas, early in his career. This fellow went on to say "In Venezuela, and I imagine that in much of South America it is the same way, the Internet is something that remains unknown to most. Generally, only individuals with high education in computer engineering or systems engineering, or people that have had the opportunity to live abroad (like myself now) use it and keep in touch through e-mail. I'm not sure if Galarraga or any of the other Venezuelan players, since they have been exposed to the US for years, are online. It would be great if they were!"



Sigh. It doesn't seem like they are. I wrote an e-mail to my folks, lamenting the fact that I hadn't found but one baseball player who enjoys cyberspace. We ended up exchanging notes about the Yankees and I found out that while tagging along with his older brother (my Uncle Herbie), my father saw his first baseball game at age 6, in 1923, and

there was Babe Ruth in his heyday at Yankee Stadium. It was during the week, and there were seats left in the center field bleachers...so after three innings, my dad and uncle got into the game for 5 cents. If they came at the beginning of the game it was 25 cents, unless of course, it was "Boy's Day" where they could also get in for a nickel.

Over the years my Dad saw many games while both Ruth and Lou Gehrig made sports history. Sometimes, he and his brother, Herbie, had to walk to the stadium from their apartment in a part of East Bronx, now known as Fort Apache, to far West Bronx to see the games. After meeting my mother, a Brooklynite and a Dodgers fan, my dad would root for them too...as long as they weren't playing the Yankees. My Mom, who's been married to my Dad for 47 years, commented that "Love overcame baseball."

With all the baseball fans in my family, is it any wonder that I like the game too...but I had to ask my Dad, why was he attracted to baseball in particular? "It was the only game in town" he said.

Oh! Oh well...I guess it's not necessarily in the genes after all.

TM But I am still a very typical fan...and I still wanna meet Andres Galarraga... and talk to him online.

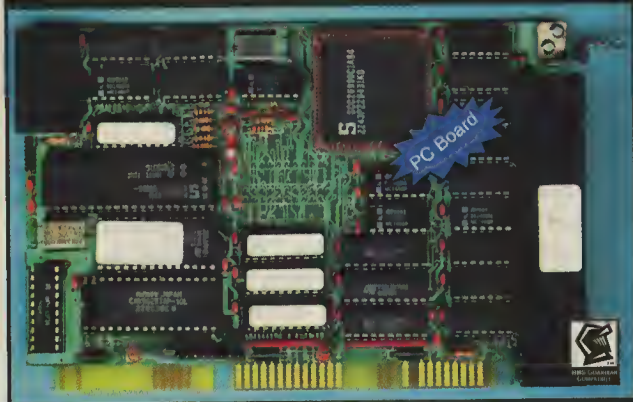
Andres...would you like a tour of cyberspace by a, uh...professional? All the help you need getting set up and online...just let me know when and where. ♦

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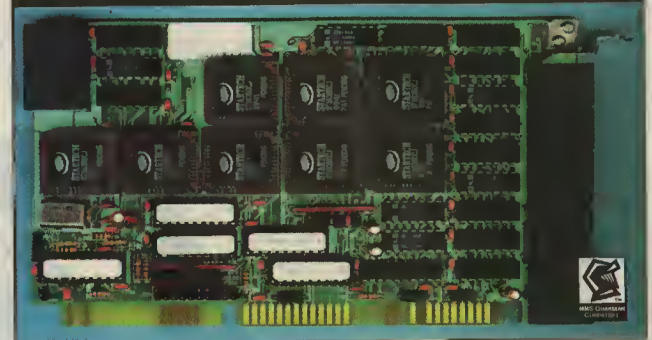


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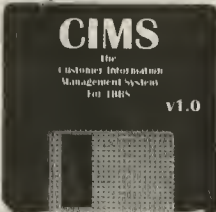
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--- Linda Bloom, Sysop, Bloomunit BBS (407)687-8712



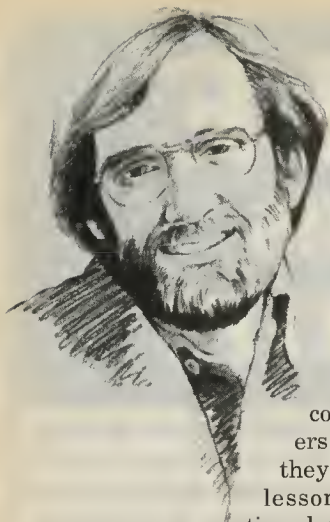
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EDUCATION LINK by Rea Andrew Redd

CAN THE TEACHER BE SKIPPED?

Rea Andrew Redd lives and works in southwestern Pennsylvania where he manages a high school library, teaches European history and Scholastic Achievement Test preparation. On occasion, he reenacts American Civil War battles with the Ninth Pennsylvania Reserves, an historic, military impression unit. E-mail Rea at: reda@genesis.dug.edu

This spring, National Public Radio (NPR) approached issues raised by computers in the classrooms: "Should teachers follow a traditional curriculum, or should they try to incorporate real-world problems in lesson plans?" NPR's John McChesney questioned representatives of Apple, Compaq, IBM, and Headmark, spoke with scholars, and spent time in the classrooms of suburban Seattle's Shoreline School District, which has invested significantly in electronically enhanced classroom instruction. In two reports, he examined electronic education in 1995.

Problems arising from the integration of computers into the classroom have plagued American education. Teachers worry about what skills and training they need to stay atop the labor pool of American educators. School administrators suffer from stagnant budgets and the cost of putting several computers in each classroom of a district. There is no consensus on how computers should be used with students. Four years ago, there was only one computer for every 20 students in American schools; today the figure is closer to one for eight. Today at its meetings, the National School Boards Association hosts hardware and software vendors on a regular basis. About \$10 billion a year is spent in the education marketplace on computers, peripherals and software. With this amount of money being spent, McChesney asks, "Will they deploy it in effective ways?"

"Not yet," concludes McChesney; he cites the figure that 54 percent of the school districts which responded to a consulting firm's poll keep their computers in labs rather than classrooms. Winnowing the wheat from the chaff of these figures, McChesney finds that the major problem in the new educational software industry is there is not a nationwide software adoption process like there is for text books. Teachers frequently lack the skills to properly assess technology and the school administrators often act as if they are introducing nothing more complicated than a new model typewriter to the school district. He finds that they simply invite computer vendors in for a two-hour seminar on the new equipment with the faculty, and then "turn teachers loose to sink or swim. Many of them sink, overwhelmed by system crashes, hard drive headaches, or bewildering software."

McChesney questioned Tom Snyder, an educational software designer and former teacher about such machine/teacher problems. Snyder has come to understand that teachers should have computers on their desks before students get computers on their desks. "Unfortunately, if you try to start a movement

to get teachers to have computers on their desks, you run into administrative and parental pressure right away to make technology student-centered — which is a lovely goal, of course. But in the meantime, we're skipping the teacher," states Snyder.

Can the teacher be skipped? McChesney found a principal in Seattle's Shoreline School District who had the time to think through the issue. Susan Dersay sees computers as pencils. "You don't teach a first-grader to write by having him share a pencil with 10 other students (and) only allowing the student to have access to that pencil at a certain prescribed time of the day." Shoreline School District has come to understand that all teachers need their own computers, just like all first graders need their own pencils.

Dersay has over 300 computers in her building. Each teacher has a computer, which may be kept at home or at the school building. Teachers are involved in peer-training. The school district administration went so far to pass a special tax levy so every teacher could have his/her own computer before classrooms got theirs. Also, a state grant enabled Shoreline High to allow its students to go home at 11:30 every Tuesday while the teachers use the rest of the day to learn how to use the new machines.

What should become obvious at this point is that many teachers in less fortunate school districts have to figure out hardware and software on their own time, while carrying regular teaching duties. Most of them don't have a computer at home (more on this next month).

If that wasn't radical enough, Shoreline School District put computers in their classrooms, not one for every student but one for every five. What students have on their computers is not a computerized version of traditional curriculum delivered over a network. Even though it has all its computers networked with fiber optic cable, Shoreline's faculty understands that much of the software on the market could be labeled 'drill and kill,' just electronic flash cards. "What technology allows you to do is to synthesize and analyze and put together scenarios that you could not do in a regular classroom setting," states Shoreline math teacher, Richard Stuckey. "The students direct the computer rather than having the computer direct them," concludes McChesney.

And the Internet? Lorraine Higgins, a Shoreline teacher of combined fifth and sixth graders, has her students work intensively with computers on

research projects which integrate the traditional disciplines and writing. One of her students became exasperated while investigating whether DNA evidence should be allowed into the courtroom. After perusing a Japanese DNA database on the Internet, the child is frustrated by the arcane scientific language on this server even though it is in English. Higgins guides her student through a bewildering jungle of Internet information, a jungle that she may not have fully explored herself. "Students can get lost, skipping from one hypertext topic to the next, have no sense of context, and (end up) without absorbing much of anything," observes McChesney.

A bicyclist's guide to the Seattle area is another successful project in Higgins' classroom. Featuring maps with geographic elevations and charts of calories burned by going up certain hills, the project was thoroughly enjoyed by the students, who even offered little resistance to the student editors when asked to rewrite their text three to five times. The text was formatted for a book, printed, bound and sold. By writing for an audience, the students gained a sense of commitment to the project which would have been less if they were writing for a single reader, the teacher or the parents.

David Dwyer, director of Apple Computer's Classroom of the Future and himself a former teacher, commented to McChesney on this type of project. Most of the knowledge acquired in a passive way doesn't stay with us very long, said Dwyer. "When students run into new kinds of problem situations later on in their life, there's very little evidence that the lecture/recitation kind of learning process actually allows them to reach back and get some useful piece of information and apply it in a new circumstance." He speculates that "someone doesn't become a great cook listening to a chef talk about cooking. They have to get in the kitchen and get messy and figure it out for themselves with their hands."

"What's not clear yet is whether the new methods will survive. The old way of instruction, including so-called drill and kill software, does produce improved test results, the kind of learning quantification that many Americans are comfortable with," adds McChesney. "These new methods may make students better problem solvers, but measuring that kind of knowledge is much more difficult, and parents may not be satisfied that their

PLACES TO GO, BBSs TO SEE

Recent recommendations for World Wide Web research tools and Internet sites include:

<http://home.mcom.com/home> — NetScape Search Page

<http://galaxy.einet.net/galaxy/Community/>
— EINet Galaxy Education Links

<http://emma.manymedia.con:80/show-n-tell/>
— Global Show and Tell

<http://www.ed.gov/> — U.S. Department of Education

<http://marvel.loc.gov> — Library of Congress

<http://www.wentworth.com/cyber.wwwsearch.html>
— Classroom Connect's Search Page

<http://jerusalem1.datasrv.co.il> — Holocaust Archives

You can gopher to these math and science sites for lesson plans:

<gopher://nceet.sner.umich.edu> — Math History; look in Education Resources on the Internet, CICNet Select K-12 Internet Resources, Classroom Activities and Projects

<gopher://informns.k12.mn.us> — Mammals look in Minnesota Valley National Wildlife Refuge, Lesson Plans, Elementary Level

<gopher://ericir.syr.edu> — Physics and Gravity: look in Newton's Apple Educational Materials, Lesson Plans, Gravity

<gopher://ec.sdcs.k12.ca.us> — Botany: look in Lesson Plans, UCSD Internet Lesson Plans, Biology, Plants

growing investment in technology is worth it unless they can see higher test scores."

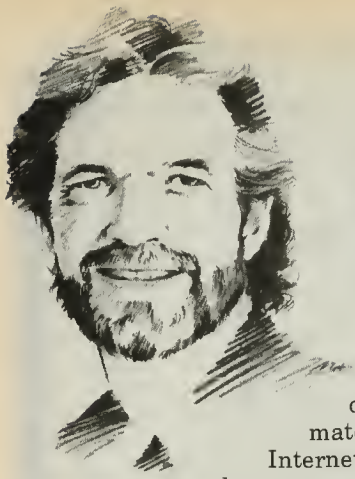
School districts with less funds than Shoreline's may be trapped in a Catch-22—having to increase test scores before they can experiment with public funds to teach real-life problem solving skills aided by a computer and the Internet. Many teachers teach as *they* have been taught. The electronic revolution in the classroom may occur over several generations. Lorraine Higgins' students, when they become teachers, may bring the kingdom of the electronic classroom into its fullness.

MEMO FROM THE 'DEEP POCKETS' DEPARTMENT

The Federal Information Center's phone number for federal government grants is (301)722-9098; you may write for a free guide by sending fat mail to Guide to Department of Education

Grants Guide, U.S. Government Printing Office, Washington, D.C. 20016 or call (800)872-5326.

Corporate grants and awards can be found listed in the Corporate Foundations Guide, which is a quarterly which lists over 500 foundations. Send \$95 to Foundation Center, 79 Fifth Avenue, New York, NY 10003 or call (212)620-4230. Also try the *Education Funding News Weekly*, published by the Education Funding Research Council, 4301 North Fairfax Drive, Suite 875, Arlington, VA 22203 or call them at (703)528-1000. Their 20 page newsletter has an annual subscription fee of \$298. ♦



Ric Manning writes about computers and technology for *The Courier-Journal* in Louisville, KY. His weekly column on consumer electronics is syndicated through the Gannett News Service. Ric reads his e-mail at ricman@iglou.com on the Internet, and **USJM92A** on Prodigy.

PRODIGY by Ric Manning

LOTS OF NEW FACES & PLACES

In his 1993 book, *The Virtual Community*, Howard Rheingold draws a sharp contrast between the intimate electronic communities found on the Internet, The WELL and bulletin boards, and the mass market model of commercial online services, Prodigy in particular. In Rheingold's view, one represented "the innocent dreams of the utopians." Prodigy, Rheingold said, was the first wave of an effort to turn electronic communication into a mass media commodity.

One wonders if Rheingold would feel the same way about today's Prodigy. In its headlong rush to embrace the technology of the World Wide Web, Prodigy has loosened its Sears & Roebuck tie and shed a few of its IBM pinstripes.

Prodigy appears to be content with joining and expanding the Internet community, not reforming it under its own rules and culture. The new attitude at Prodigy supports and even encourages personal expression rather than restricting it. Consider the latest feature added to the Webbified Prodigy:

PERSONAL HOME PAGES

Prodigy was the first of the national services to let its subscribers view the Web. Now it's the first to let them carve out their own corner of the Web. And, surprisingly, Prodigy isn't taking on an extra charge for the privilege.

Prodigy's personal pages aren't as flexible as those found on independent Internet providers. Prodigy members set up their pages using Prodigy's Home Page Creator, a fill-in-blanks operation that offers four different templates:

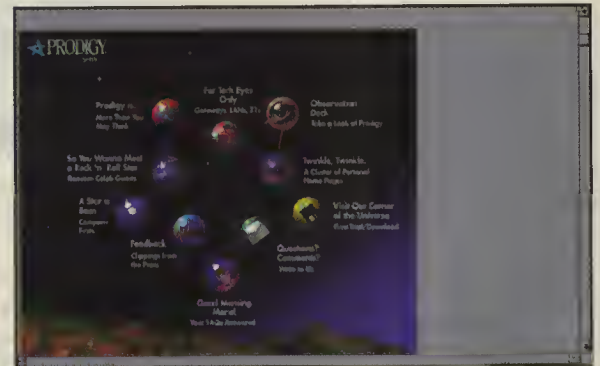
- **Basic** lets you put up a poster for yourself. Members can list their personal interests, post links to their favorite Web pages and post their e-mail addresses.
- **Business Card** is an electronic calling card for commercial interests. Members list their company, title, business description, address, phone number, fax number, e-mail address, and a link to the company's own page on the Web, if it has one.
- **Out On The Town** lets members introduce others to their home community. The page might include a list of nifty hometown attractions, favorite restaurants or where to get the best cappuccino.
- **Top 10 List** is just that — a hit parade of a member's 10 favorite Web sites.

So far, Prodigy has shown no inclination to restrict page content. Will someone build a "Prodigy Sucks" page? Most likely. How about pages linked to Playboy and Penthouse sites? You can bet on it.

Prodigy said it will add new templates in the future. The option is currently available only to users with the Windows interface, but a Macintosh home page creator will be available when the service releases its Mac Web Browser later this year.

The first Prodigy users to put their faces on the Web were Prodigy employees — some of the managers and programmers behind Prodigy's more visible projects. To meet them, log in to Prodigy's public Web site: <http://www.prodigy.com/>.

Most of what you'll see there is a sprawling advertisement for Prodigy. One section contains a long explanation of Prodigy's distributed client server network, including a network diagram and glossary of terms. Others are Prodigy's vanity pages: a collection of "company firsts" and quotes from stories about Prodigy in the press.



A FAQs section lists phone numbers for different Prodigy departments. It tells you where to call if you want to advertise on Prodigy, establish a new bulletin board, propose a business partnership or place a classified ad. The site also serves as the downloading point to distribute free trial copies of Prodigy software.

But the most interesting section may be the personal pages posted by Prodigy employees. Here you'll meet:

- **Scott Germaise**, Prodigy's ambassador to USENET, whose off-line pursuits include emergency medical assistance.
- **Glenn Herman**, who will give you a peek at the future of the 3-D Web by pointing you to a site for Virtual Reality Modeling Language.

- **Steve Larsen**, who posts pictures of two of his great loves: his 1969 Lotus Elan and his 11-year-old daughter.
- **Charles Emmons**, a programmer who works on the client side of Prodigy software and occasionally transforms into a highland fighter in AD&D games.

I especially liked **Bonnie Jeanne Scott's** page. Along with the usual tidbits about herself, she also shared her view about what's happening at Prodigy and her role in the change:

"The web is slowly getting into the commercial thing," she said. "I took a job at Prodigy to make sure it was done in a non-intrusive way, not destroying the collaborative spirit that I have seen transform the way the world communicates. Give unto business (Prodigy, hopefully) what is commercial, and unto the Net what is free, collaborative and revolutionary."

NEW MAIL MANAGER FOR WINDOWS, MACS

By the time you read this, you should be able to upgrade your Prodigy for Windows with a new mail manager. The free download was scheduled to be available in June. The new mailer replaces the awkward mail manager that comes with Prodigy and it should make the off-line mail manager that Prodigy released last year obsolete.

The new e-mail interface is strictly Windows. It's operated by icons located at the top of the screen and it includes standard Windows features such as sizable windows, dialog boxes and scroll bars. The addition of the scroll bar means members are no longer limited in how much they write online. Previously, any messages or attachments longer than six pages required the use of an offline mail program.

Prodigy also is the first major online service to incorporate a spell checker in its online e-mail product. Members also can specify if a message is urgent, which moves the message to the top of the receiver's mailbox list. Another option lets users preview attachments, including photos and sound files, before sending the message. Members can also request return receipt for messages delivered over Prodigy's own network.

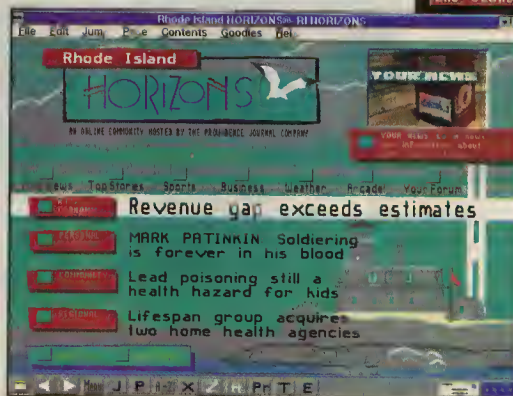
Mac subscribers are also getting help in managing their mail, but they will have to go offline to do it. Mac Mail Manager, a new offline mail-utility program, was also scheduled to be released in June.

The program lets Mac users send and receive mail — including files, graphics, photos and spreadsheets — to and from other members, and mailboxes connected to the Internet. Mac Mail Manager also allows users to send US Postal letters to anyone in the country, and send faxes without a fax machine.

Other features include an electronic address book and personal mail folders for sorting and managing incoming messages. Members can file and search for mail already received. Text-editing capabilities include cut and paste and a spell-checker.

Mac Mail Manager can be downloaded for a one-time fee of **\$14.95**. Connect charges are suspended during the download.

PROVIDENCE JOURNAL ADDS ONLINE EDITION



Rhode Island Horizons, a new online newspaper produced by The Providence Journal Co., is the latest newspaper to go online with Prodigy.

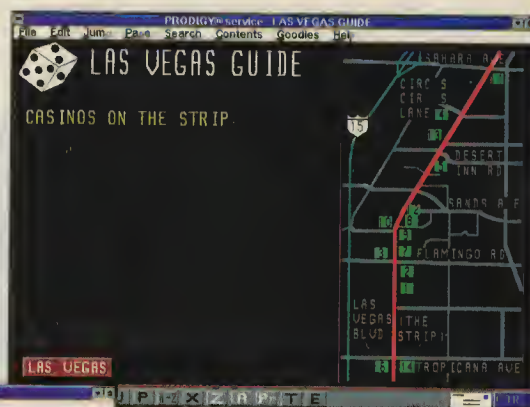
Edward M. Huff, Horizons' general manager, said he wants the service to be more than an electronic news source. "We're trying to be a complete service, but we are not a newspaper," he said. "Our goal is to make Rhode Island Horizons an informative and entertaining place where our customers can hang their hats, catch up on the news and interact with friends and neighbors."

The service emphasizes community-based information with Your News, a collection of stories localized for about 45 towns and cities in seven different regions of the state. Another section called Arcade features photos and stories that explore the quirkiness of Rhode Island and its people. Arcade also posts an appeal for readers to contribute their own ideas and creations. A subscriber forum section includes discussion areas devoted to current news

topics such as the Oklahoma City bombing and less controversial subjects such as the Boston Red Sox. A forum for kids is called No Adults Allowed.

Prodigy members can subscribe to Rhode Island Horizons for an additional **\$5 a month**. **JUMP RHODE ISLAND HORIZON** to take a look.

INSIDER'S CITY GUIDES



Forget what the Chamber of Commerce and the tour guides tell you about American cities. You can get the insider's view by typing **JUMP CITY GUIDES**. The guides collect comments on the best and worst features of 10 cities: **Atlanta, Boston, Chicago, Dallas, Los Angeles, Miami, Philadelphia, New York, San Francisco and Washington.**

The guides organize the tips and comments under several topics, including Getting Around, sights in and near the city, Kids' stuff, Dining Out, Hotels, Shopping, Nightlife, Sports, Short Trips and Inside Scoop.

What do contributors have to say about the cities? Here are some samples:

The best way to see Chicago —
The free Sunday Culture Bus, staffed by volunteer guides.

The place for romance in Dallas —
The revolving restaurant atop Reunion Tower.

The worst thing about Atlanta —
Crime and crowded roads.

A friendly casino in Vegas —
The Sands.

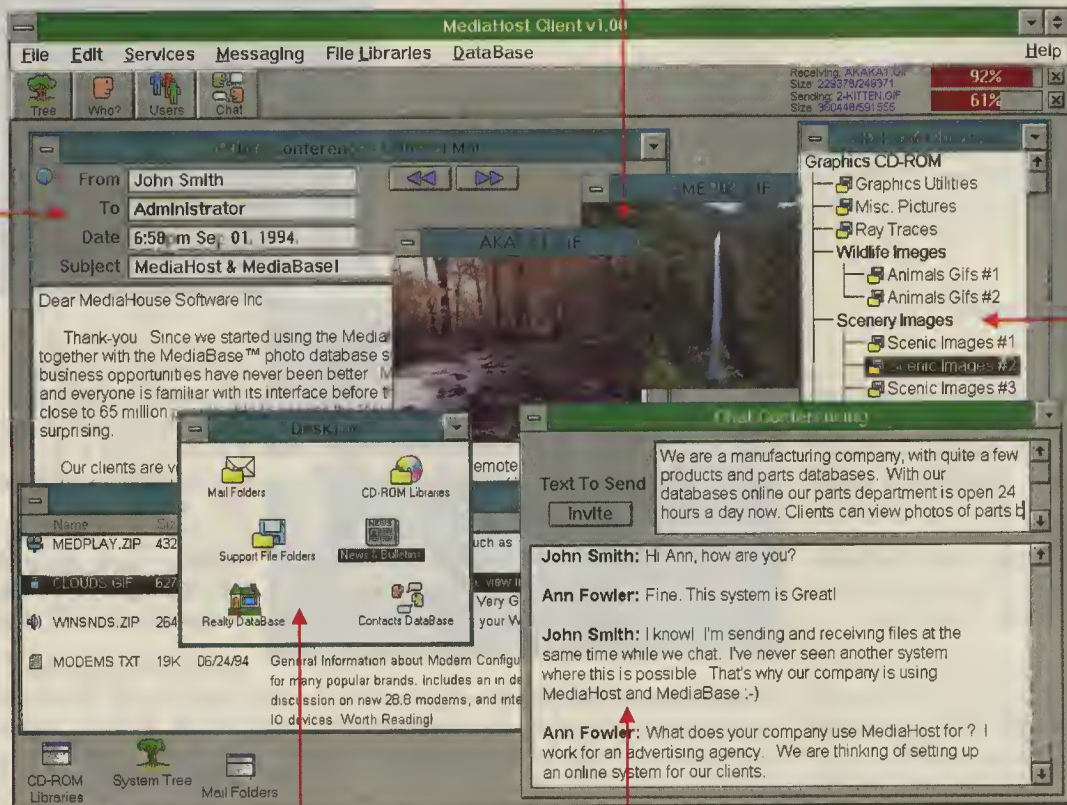
The ultimate souvenir from Miami —
An "I Survived Hurricane Andrew" T-shirt. "They're available everywhere," said one member. ♦

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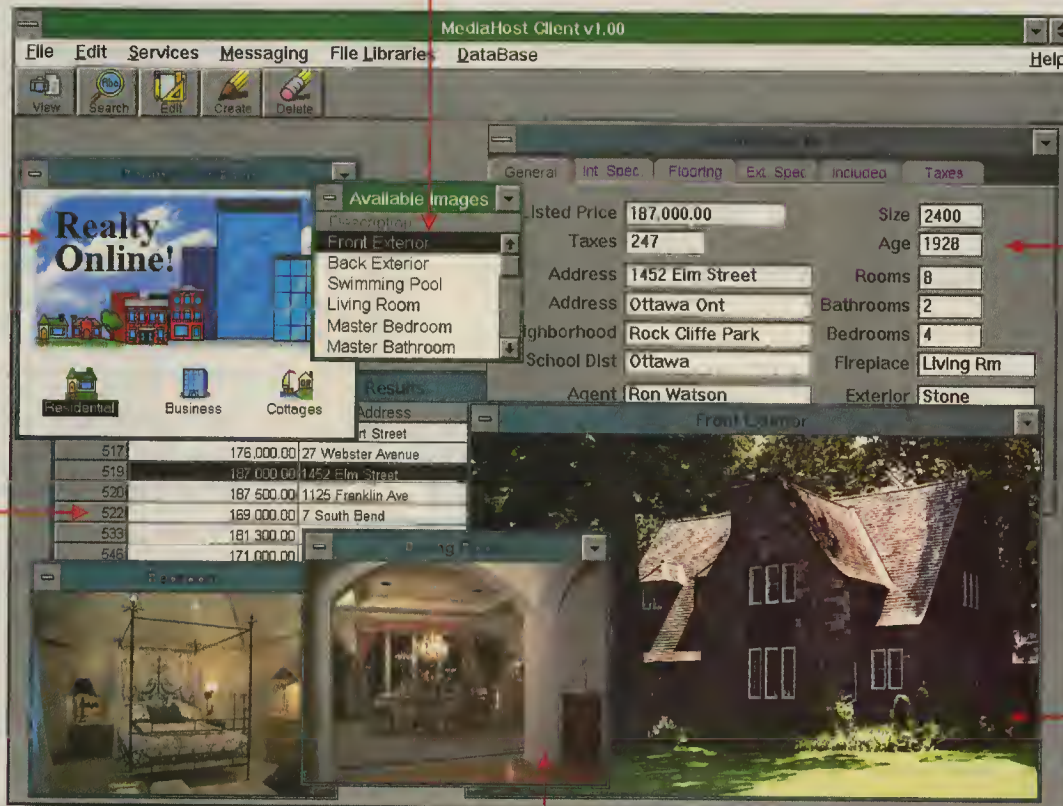
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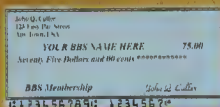
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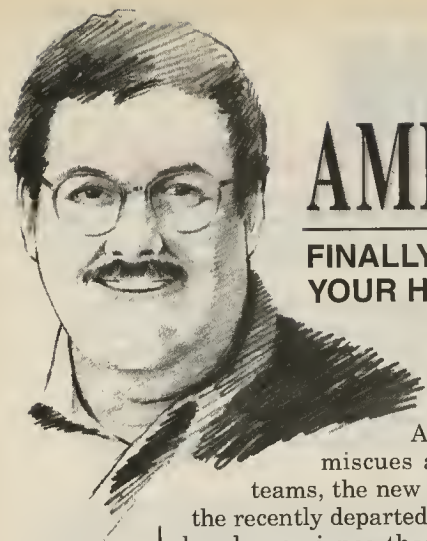
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AMERICA ONLINE by Dave Tennant

FINALLY, A WEB BROWSER! BUT DON'T GET YOUR HOPES TOO HIGH YET

Being an Orange County native, I am used to taking a few knocks these days. All my life I have followed the miscues and misfires of the OC sports teams, the new Mighty Ducks, the Angels, and the recently departed Rams. I can tell you from first-hand experience that when millions of people are involved in a cause — no matter how seemingly hopeless — loyalty takes you a long way. Nevertheless, there is an old joke and it goes something like this: the reason the visiting team lost is because it made only one fatal mistake; it showed up.

The joke this time seems to be on America Online. It might have been better if they had stayed home and worked out the bugs in their new WEB Browser for America Online software for Windows (the Mac version should be out by late May). Instead, reps of the company chose to take a product still under development with all the paint buckets and scaffolding still showing to what some proponents and independents have called a one-sided shoot-out against two other venerable opponents; Prodigy and CompuServe. The result? A massacre of significant proportions.

SHOOT OUT AT THE "I'M OK, YOU'RE SO-SO CORRAL"

The backdrop for this grisly tale was Internet World Magazine's first-ever shoot-out held last April. Internet World invited the major online services to take their best shot at running their browsers through a series of Internet tasks and scored them on their performance. Prodigy proved to have the "baddest hand in the land" scoring a whopping 58.8 points to CompuServe's 26.0 and America Online's abysmal 10.2. Internet World's Andrew Kantor directed each of the service representatives to perform specific and unrehearsed tasks involving Internet functionality. These tasks tested and timed each service's use of Internet mail, FTP/Gopher, USENET newsgroup access and function, Web browsers, and pricing.

AOL scored well in providing access to high speed nodes around the country, in not making additional

charges, and in little amenities like being able to choose your own user name, use bookmarks, and search general Gopher space. But AOL came up short when it came to service speed, subscribing to specific USENET groups, making searches using Archie, FTPing, making personal hotlists, searching specific gopher locations, setting default home pages on the Web, and the biggest loser of all, price.

This shootout may have really been an ambush. From the days of high school I can remember my algebra teacher saying, "You have to compare apples to apples, and oranges to oranges." This ambush was not the case. After all, CompuServe's Web browser is a separate system in which the user logs off the service and into their IP. Likewise, while Prodigy's browser runs inside the service, it is separate and distinct; moreover, Prodigy's content arguably carries little of the breadth or depth of content one finds on AOL. I can just picture the management at AOL gnashing their teeth because no one thinks to host a "content shootout."



The scores were so tremendously one-sided that they make one pause and consider. If AOL is soooooo baaaaaad at what they do — according to these scores anyway — why are so many people signing up to try America Online and spending an average of \$17 a month in access time? That is, aside from the obvious fact that there are so many AOL disks floating around they make springtime ants look like an endangered species!

INCREDIBLE NUMBERS FOR LAST QUARTER

AOL reports that its member base has increased to over 2.5 million members at the end of the first quarter of 1995, up from approximately 800,000 members this time last year and tripling its membership in just one year. Earnings have increased 236 percent to \$106,414,000, from \$31,689,000 in fiscal 1994's third quarter, reflecting over 1.6 million new subscribers. In the first quarter of 1995 alone, AOL added a record 734,000 new subscribers (translating into an average of 7,982 new users per day). Because of special costs incurred in licensing or outright buying technologies for their web browser (among other things), net income was down in the last quarter, but

operating income rose sharply, quadrupling net earnings to **\$5.1 million**, or the equivalent of **\$0.12** per share, in the third quarter, this despite net losses of approximately **\$1.6 million** from its new subsidiaries and its recently launched 2Market, Inc. interactive shopping joint venture. In the same quarter last year, AOL earned **\$1,272,000** (or only **\$0.03** per share).

It is pretty inconceivable that any company could have planned for this kind of growth. AOL is probably as surprised as anyone about their growing popularity. One can only speculate that they must be scrambling big time to cover the huge demand. Take for example their new Turboweb technology. If it works as planned and the caching system is able to store often-used web site pages for members even for a 24 hour period, how many terabytes would a company have to be able to access to fill this need? AOL is notoriously tight-lipped about its internal structure, but it can be assumed they are running at least at 70 to 80% capacity. If the demand for their Internet services is just half their accounts on any given day, that's a humongous amount of memory real estate to plan for.

So why the huge numbers for AOL? One was referred to the growth of AOL's user base as a 'lemming-like' movement; people blindly signing on to the service because there is the crowd. Group-think plays a big part, but there is more to AOL's numbers than lemming-like behavior. Indeed, the answer may lie in the reason why AOL scored so poorly in the Internet shoot-out.

AOL'S BROWSER IS CONSISTENT WITH ITS PHILOSOPHY

I was talking with a colleague the other day and he mentioned that he had just discontinued his NETCOM account in favor of one on AOL. This surprised me because he is a big Internet user; he is one of the central figures in a science project our school is doing with the JPL in Pasadena and UCR. We have been talking for the last couple of weeks about AOL's web browser (available in a special preview version of the software ... **Keyword: AOLPREVIEW**) and especially of some of its shortcomings.

The shortcomings are legion! On a regular Sprint or Tymnet connection at 9600 or 14.4K, it is slow as molasses in winter. Many of the web sites are unavailable online because they are still under construction (more than one preview user has noted in message strings that

the AOL browser was unable to access Web pages up to 80% of the time). There are no functional status bars to keep you informed of download progress. The only indicator of progress is the revolving AOL symbol, which sometimes just stops. It is difficult if not impossible to know where you want to go, and then to get there is another adventure altogether. Most times the service contends that the host is not responding, but attempts to reach the same site via NETCOM are met with success ... and much quicker.

So with all these problems, why has this colleague of mine stayed with AOL? Principally because he got a response letter back from Steve Case (more likely from one of his assistants) just 24 hours after writing and complaining of the slowness of the browser. He told me he had tried for over a year to talk to someone at NETCOM with no luck. At AOL, someone was listening. Therein lies the strength of AOL. In comments to the press and a letter to members regarding the new release, AOL President Steve Case claimed that AOL would be the fastest of the major services in accessing the Web because of a unique caching system both at AOL's headquarters in Vienna and on the individual users' computers. So far that is not the case (ooooohhh boy... you saw that one coming huh?) Members hear from Steve Case and he tells them what AOL is working on and what they can expect, and if they don't understand him completely, at least they give him the benefit of the doubt. This kind of corporate personality gains loyalty and favor, to a point.

AOL's new browser uses a technology called Turboweb. The most often-accessed Web pages are saved at AOL for up to 24 hours, saving the need to reload the page for the next request, while a caching system of up to one gigabyte on the user's PC would save latest-accessed pages on the individual's computer, thus speeding up download time. While good in theory, this system still has a few bugs... very slow ones. Bandwidth and other problems beyond AOL's control have a lot to do with it and one must also remember this is a beta version. I experience double jeopardy because I am running a beta on a beta - Windows 95. Nevertheless while the upgrade for the regular service running at 14.4k on AOLNet is fabulous, running the browser is at times nothing short of excruciating. The caching on my desktop at home slowed me down to such a crawl that most files took three to eight minutes to

access; one file took 23 minutes to raise and then another four minutes just to sign off the service. Message after message in the comment strings complain of the slowness of the browser, yet one thing comes through... the members have confidence that AOL will work out the bugs and provide a fast and affordable browser. They have good reason for optimism.

FEATURES OF THE AOL WEB BROWSER

There are several things to like about this browser. For one, it is designed so that the interface is so similar to the AOL GUI the average user won't know they have left the service. For another, the browser doesn't require the user to remember long and tedious UNIX commands to work their way through the net; it is just a matter of point and click. This is in line with the average AOL user, the ones derided as "Newbies" by Internet purists and snobs. For another, the browser is not a separate entity on which one has to log on and off, but is designed to reflect the general areas of interests - channels I think they call them at AOL. If a member is interested in news, they can look at AOL's regular offerings and also have the opportunity to check out what is on the Web for news; if entertainment, there is Web access there as well, and so on.

THE FAVORITE PLACES TOOL AND THE PERSONAL FILING CABINET

AOL has designed the Favorite Places tool to make it easier to return to one's favorite Web sites. It's a new folder on the menu bar designed with drag and drop capabilities so that users can "leave birdcrumbs" to find their way back.

To use the Favorite Places tool, just take note of the folder with the heart on the flash bar in the forums, or on the Web page menu. Just double-click on the picture of the red heart and the area will be automatically added to the Favorite Places menu on your flashbar. Similarly, you can hold down the left mouse button on the heart and "drag" the picture of the heart onto your Favorite Places folder and let go. This shortcut will save you both time and money navigating to your most often accessed areas of the service.

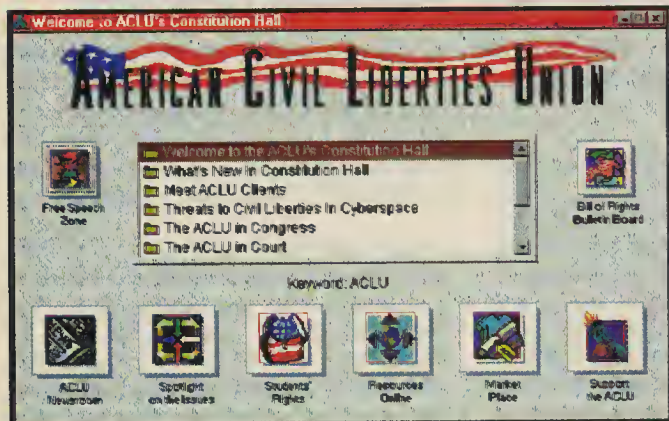
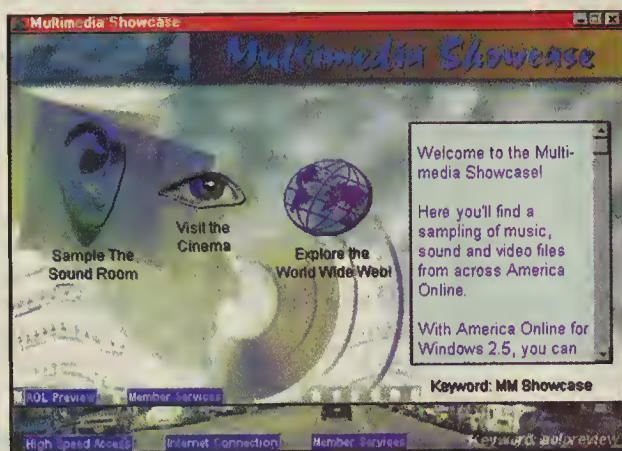
AOL now comes with a file management system as well, one which allows the user to manage, store, search, and retrieve incoming and outgoing mail, downloaded files, "favorite places," and Internet Newsgroups, either on or

offline. Members can now compose responses to e-mail and favorite Newsgroups offline.

SOME TIPS ON GREAT PLACES

If you haven't seen the revamped *New York Times*, it is worth a second look. The graphics are improved but more importantly, members finally have access to a greater range of the paper's daily offerings. **Keyword:** NYT and see for yourself!

The American Cancer Society has a forum on AOL. This is a sober forum for a sobering subject, but if you have a need to learn more information about the many forms of this dreaded illness, or if you want to make contact with people who share your concerns or questions, this is a helpful forum to be in. **Keyword:** ACS and you have access to a message center, information on the society, the nature of cancer, and who is likely to contract the disease, tips on early detection and research, the role of smoking and diet, and self help schedules. You can even search through a medical health forum and a chat area.



The American Civil Liberties Union forum is called Constitution Hall (**Keyword:** ACLU), and has a button which will take you to the "Free Speech Zone" (funny, I thought they called that the Internet). The ACLU's forum has a newsroom covering the issues of the day from their particular perspective, a spotlight on the issues (providing great background information and research), a students' rights forum, a resources area, a market place, and a Bill of Rights Bulletin Board. The ACLU was

covering at press time the limits of the law in Cyberspace and the actions of the ACLU in court.

And probably the most startling addition to AOL besides the browser is the motion video and sound in the new multimedia preview area. **Keyword:** MM Showcase and you'll find samplings of music, sound and video files from across America Online. With the 2.5 beta members can immediately experience multimedia as soon as you transfer the files from AOL — without leaving AOL. This area is designed to provide you with quick access to the sound player built right into America Online. Sound libraries from several areas from around AOL are linked directly to this area to minimize the search time for sound files

Likewise, Welcome to the Desktop Cinema! features many of the best video files from a variety of AOL partners. Version 2.5 now has a video player built right in, so you can simply download a video file and play it! AOL has a selection of a few videos they choose to be among the best, and they have placed

them under the button labeled "Let the Show Begin: Video has Arrived." Check it out. More on this next month.

NBC PULLS OUT OF AOL

In the other falling-shoe department, NBC announced in the middle of May they would be pulling their content off AOL and signing on with the as-yet-to-be-introduced Microsoft Network. AOL spokespersons, putting the best face on what seemed a surprise announcement,

were quick to state that they value each and every one of their partners, but would comment little beyond that. The last laugh may be on the MSN, which needs an anchor offering to bolster what most insiders consider to be a weak lineup of content providers. This could turn out to be the money pit for Microsoft's Network in much the same way CompuServe paid for Spry/Novak's Interserve, whose value is rumored to be only a fraction of the cash and stock purchase price paid by CIS.

In any case, three possible scenarios look to be in the future: 1. MSN just needed an anchor content provider for their kickoff and gave NBC a sweet deal to make the jump or 2. Microsoft will go on a spending binge to beef up its flagging lineup or 3. a bidding war will ensue with first one and then the other service provider taking their own content star to its stable, (and driving prices into the stratosphere!).

AOL shouldn't shed too many tears. Of all the things MSN could lull away from AOL, NBC was the weakest in providing content for their forum. ♦

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DELPHI by Walt Howe

PLANNED EXPANSION FOR DELPHI

Although DELPHI lags behind the "big three" online services in getting its graphical web browser up and running, there is no doubt about its commitment to the future. Delphi has announced the move of its operations to much larger quarters, and it is vigorously hiring new people.

Just announced as this is written was MCI's agreement to invest up to **\$2 billion dollars** in News Corp. and take a seat on the News Corp. board. MCI, which manages a large share of the Internet backbones, has indicated its intent to get involved with content in addition to its current role as a long-distance data carrier.

One of the lingering questions has been how Delphi was to provide the faster access necessary for effective graphical web access. Compuserve and Prodigy have their own networks, and AOL has recently added its AOLnet with 28.8K access. Although no announcements have been made, it looks as if Delphi has fast network resources in hand now, too.

A hint of the future content comes from the Delphi home page (<http://www.delphi.com>), which now shows material from both the Fox Television network shows and previews of coming 20th Century Fox pictures. I expect to see much more of this, and new features drawn from other portions of the News Corp. empire, including TV Guide, many newspapers, and the book publisher, Harper Collins.

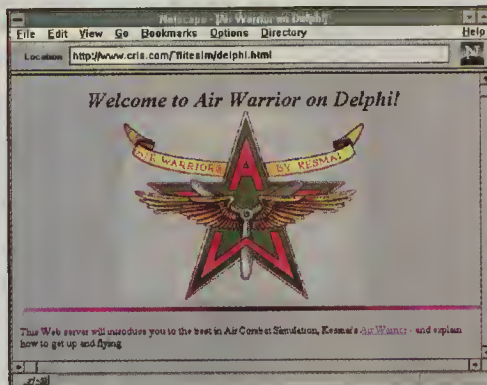
EARLY ADOPTERS FROM DELPHI ON THE WEB

A number of Delphi SIG and Custom Forum hosts have put up their own home pages on the Web without waiting for Delphi to make them available.

FLIGHT SIMULATOR FORUM (CUSTOM FORUM 219)

One of the best examples is the Air Warrior web site for the Kesmai game of that name established by the Delphi Flight Simulator Forum hosts at <http://www.cris.com/~flitesim/delphi.html>. The Air Warrior community of gamers has gone from Prodigy to Genie to NVN to Delphi and CRIS. The Custom Forum on Delphi is only accessible to Delphi members, but the web site is accessible to anyone on the

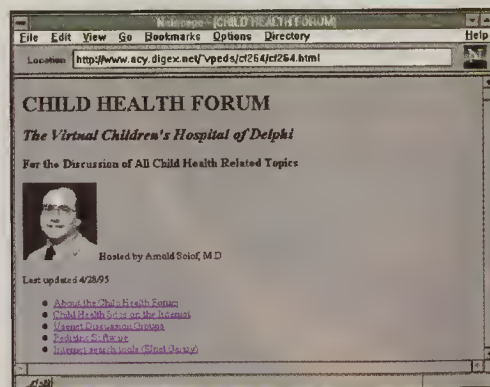
Internet with a web browser. The Delphi gopher/navigator for the Flight Simulator Forum includes a pointer to the web site in text mode only. Both the gopher and the web site include multiple pointers to various Air Warrior, flight simulation, and military and civilian aviation resources on the nets. The site was set up by Cindy Iritsky, known as CIRITSKY on Delphi and Shebop elsewhere with graphics by Tom "Crash" Shannon (e-mail://shannon@cris.com). It is very professionally done, and worth a visit, whether or not you are an Air Warrior devotee. Here are some screens from the web site:



CHILD HEALTH FORUM (CUSTOM FORUM 264)

Another very well constructed web site is the one supporting the Child Health Forum on Delphi. Forum host, Dr. Arnold Solof is a pediatrician who believes strongly in educating parents in health issues, and has really done something about it. The web site is located at

<http://www.acy.digex.net/~vpeds/cf264/cf264.html>.



This site, subtitled the Virtual Children's Hospital, is a very well researched set of resources available through the Internet for all areas of children's health. The 18 screens that make up this particular home page include information of use to parents and medical professionals as well as pointers to selected health and medical sites, 77 related newsgroups, and software that supports both patients and medical personnel in such diverse areas as nutrition and patient referrals.

Walt Howe is DELPHI's Internet Special Interest Group (SIG) Manager. He campaigned for the DELPHI job after retiring from 32 years as a cryptanalyst, Signals Intelligence trainer, technical writer, training developer, and training manager for the Army.

Walt is the author of *Internet Basics* with co-author Steve Lambert.

Walt encourages people who want to learn about the Internet to take advantage of DELPHI's 10-hour free trial. Dial (800)695-4002 by modem, login as JOINDELPHI and use the password INTERNETSIG. If you have questions, send e-mail to walthowe@delphi.com.

This web site is a valuable resource to anyone with web access who cares about child health, whether or not they belong to Delphi. It shows how imaginative use of Internet resources can be turned into strong community support, whether the community is Southern NJ where Dr. Solof lives or the larger Internet community of parents online. Dr. Solof is supported by pediatric surgeon Tom Whalen and Primary Health Care Nurse Lynne Axiak, RN.

DIVORCE SUPPORT FORUM (CUSTOM FORUM 56)

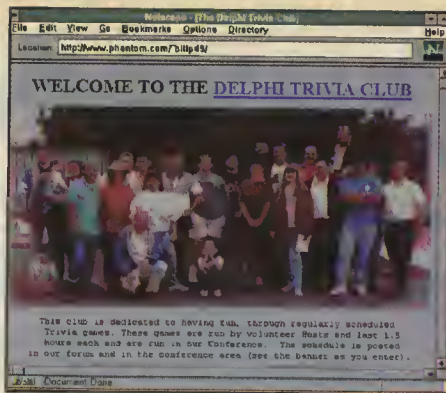
Divorce Support Forum host Dean Hughson is a seasoned world and Internet traveler. His forum is designed to provide support for those encountering divorce. He recently added a home page, titled "A Support Center For The Divorced And Separated." His page includes these words as an introduction:

"So you find yourself contemplating or are going through a divorce? This page is designed to help people, like myself, who have found themselves facing divorce. For me that was against my will, but for some who read this page it may be at your choice. I've designed this page to try and help reduce the suffering and organize the help that is available by the Internet for a wide range of things."

The site is located at <http://www.primenet.com/~dean/>.

This site is not intended to just be a supplement for Hughson's Delphi forum, but is an excellent compilation of advice and resources for anyone going through the difficulties of divorce — and for the children of divorces. It includes recommended books, and some to avoid, too. It includes sources of help, professional, organizational, and personal, including phone numbers and addresses. Throughout his home page, Dean Hughson's wisdom and good humor come through to make this a very readable and valuable resource for those who need it. It is very well done.

Dean was amused to see that shortly after he put up the site, it was selected as one of Mirsky's Worst of the Web selections (<http://turnpike.net/mirsky/Worst.html>). I have to suppose that it was the unusual subject matter that attracted Mirsky to the site. While the layout could have been improved somewhat, it certainly wasn't any lack of quality in its content.



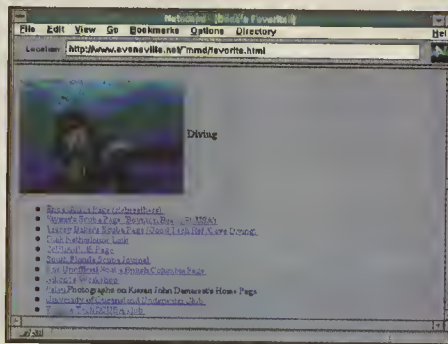
TRIVIA CLUB

Bill Page, who hosts the Trivia Club on Delphi, has placed a simple, but effective home page up to provide information in hypertext form on the online trivia games. This one is accessible from outside Delphi, but is primarily for Delphi members who enjoy playing the games.

This site is at <http://www.phantom.com/~billp49>.

The site includes information on the games, a few trivia quizzes, and information on the coming bash in St. Louis for trivia buffs from July 7-9.

SCUBA FORUM



The host of the SCUBA Forum, Rick Williams, runs Multi-Media Design, Inc. on the side. Or perhaps, it's the other way around. His business has a home page at

<http://www.evansville.net/~mmd/mdhome.html>

Within it is "The Boss's favorite places," which provides links to astronomy and SCUBA sites. There are about 40 of the latter. He doesn't point to it from his gopher/navigator, but he has posted it in his message forum with instructions how to connect to it.

RELATIONSHIPS ONLINE (CUSTOM FORUM 433)

Holly Sumner, a co-host of the Relationships Online forum is a professional psychic, astrologer, hypnotherapist, and author. She has set up her home page at

<http://community.net/~neils/hp/hs>



Her page is titled "The Cyber-Psychic" and in it she explains her philosophy and techniques of making good things happen by picturing them in your imagination repeatedly and making your brain believe them through the regular positive images you create for yourself. ♦

NEW CUSTOM FORUMS

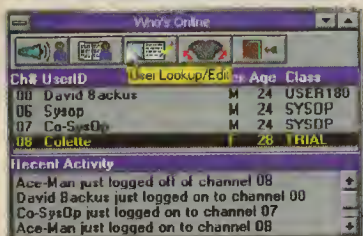
The following new custom forums opened between mid April and mid May:

1	11-MAY	FORUM 443	—DENVER AREA POST (OPEN)
2	6-MAY	FORUM 346	—AMBASSADORS FOR CHRIST TO NEW AGERS, JEWS AND EVERYONE (OPEN)
3	4-MAY	FORUM 441	—WEIGH TO GO! - WEIGHTLOSS (OPEN)
4	3-MAY	FORUM 117	—CHAT AND TAT (OPEN)
5	3-MAY	FORUM 428	—JUST FRIENDS (OPEN)
6	30-APR	FORUM 076	—MAD GARDNER'S (OPEN)
7	27-APR	FORUM 258	—THE QUARTERDECK (OPEN)
8	27-APR	FORUM 423	—FLAME-FREE VIEWS FORUM (OPEN)
9	27-APR	FORUM 385	—BAPTIST FELLOWSHIP FORUM (OPEN)
10	25-APR	FORUM 259	—PAGAN CENTRAL (OPEN)
11	21-APR	FORUM 181	—ADD PARENTS PLAYHOUSE (OPEN)
12	21-APR	FORUM 409	—PENNY PINCHERS ANONYMOUS (OPEN)
13	20-APR	FORUM 312	—THE REFUNDERS' REFUGE (OPEN)

THE LABYRINTH

Professional Worldgroup ADD-ONS

Who's On Worldgroup

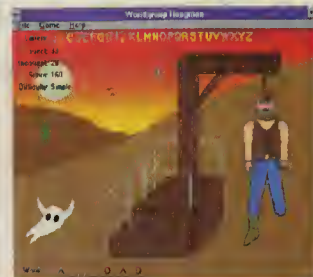


- Auto updating who's on list
- Lookup/Edit a user's account whether they are on or off-line
- Look up user's registry entries
- Page users
- Toolbar with tooltips
- User configurable options

- Auto startup (starts automatically when users log-on to your service, configurable)
- Auto shutdown (shuts down automatically when a terminal mode module is selected)

\$74.95

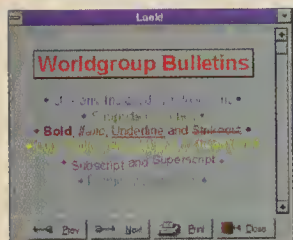
Worldgroup Hangman



- A dictionary of over 15,000 words so your users will rarely get a repeat!
- Choose from 4 levels of difficulty
- The amount of points vary with each difficulty level
- Keeps the scores of top ten users
- Supports both the mouse and the keyboard
- Fully graphical user interface designed exclusively for Worldgroup's Windows client
- Fun for everyone!

\$24.95

Worldgroup Bulletins Pro

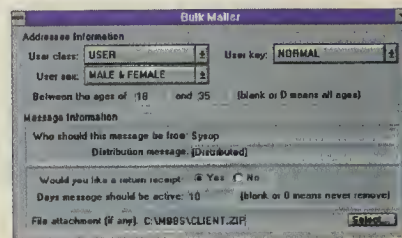


- Easily create bulletins for Client/Server and ANSI/ANSI users
- Use any font, size, color underline, boldface, and/or italics!
- You can send bulletins based on class, key, sex, and/or age
- You can include .BMP, .WMF, or .DIB graphics in your bulletins

- Create multiple groups for different purposes. Examples are a help system, newsletters, system announcements, books, and more that we haven't thought of yet
- You can define bulletin operators that can add, delete, and/or modify bulletins based on group
- Works on-deck (offline)

\$129.95

Bulk-mail for Worldgroup



- Works with the Worldgroup client and ANSI/ASCII
- All items have defaults to make sending mail easy
- You can change the "from" field to avoid replies
- Messages are not sent until the user logs on.
- File attachments are supported.
- Send mail to users based on class, key, sex, age or any combination of the four
- Messages can be set active for a certain number of days
- The distributed message can be set or left blank
- Ability to request return receipts

\$49.95

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Worldgroup Software

Worldgroup, 2-User	495.00
Worldgroup Client App Developer's Kit	195.00
Worldgroup Client/Server Developer's Kit	449.00
The Major BBS 6.25, 2-User	145.00

Connectivity Options

User Six-Pack	235.00
X.25 Software Option	925.00
Internet Connectivity Option w/MGI	815.00
Internet Connectivity Option w/o MGI	699.00

Add-on Options

Dial-Out Add-on Option	147.00
Entertainment Add-on Option	178.00
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Major Gateway/Internet Add-on	178.00
RIPaint Add-on Options	165.00
Search and Retrieve Add-on	147.00

Multi-User Hardware

Equinox 16-Port Intelligent Serial Kit	2249.00
Equinox 32-Port Intelligent Serial Kit	3349.00

The Labyrinth
PO Box 1017
Arcadia, CA 91077-1017



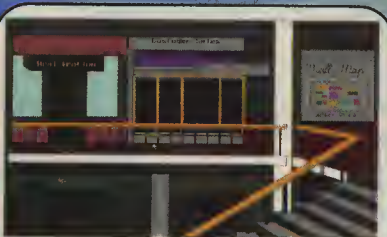
BBS (818) 794-0490
Fax (818) 398-4944
Voice (818) 398-9459

INCREDIBLE OPPORTUNITY!

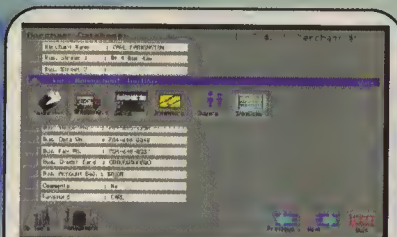
SET UP YOUR OWN ONLINE MALL.

Start Leasing Space and Selling Products Today

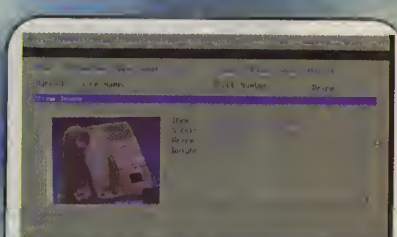
Be the first in your area to start your own Online Mall. This new technological breakthrough will put you right in the driver's seat on the new information super highway! With this software novice users can set up an Online Mall on a PC in minutes, and start leasing space to local merchants, manufacturers, and distributors.



Easy to use intuitive graphic interface.



Manage online with graphics or offline with database manager



Superfast display shows goods to consumers online in ten seconds

Easy installation/configuration

Easy to use graphic interface

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Offline Database Manager allows merchants to edit their store settings before logging in

TCP/IP Version for direct Internet connection also available

Online Business Works™

Shopping Mall ver 1.0

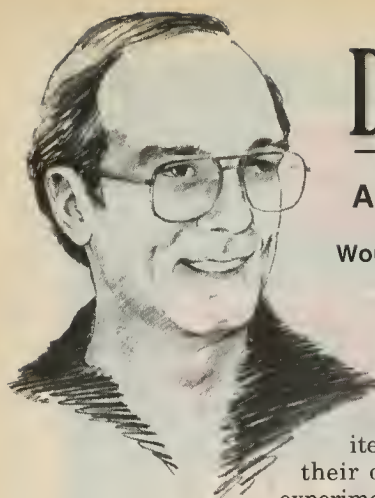
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DIRECT DIAL by David Hakala david.hakala@boardwatch.com

AUTOBOARD:

Would You Buy a Car from this BBS?

Many classic and collectible automobiles are advertised on national for-sale services, including Prodigy, America Online, et. al. But cars for the common man are local-market items; a local-call BBS is better suited for their online marketing. We've seen several experiments in online car selling over the years, but the *Autoboard* BBS of Freehold, New Jersey, has a lap or two lead on most of them. (800)946-6888 in NJ only; (908)462-0013 or (908)462-8889 outside of NJ.

Buying a car is one of those transactions people would rather approach anonymously, at arm's-length. "People hate to come into car showrooms, they feel threatened," said Barry J. Lamb, general manager of Richards Imports of Freehold, the BBS' home base. The dealership sells new Mazdas, Isuzus and Suzukis, plus a variety of used vehicles. "Here's an opportunity for me to go into their house when *they* want me to," adds Lamb. The thought of a car salesman in my living room makes me jittery, but the notion of cruising his lot undisturbed is definitely appealing.



Barry J. Lamb,
General Manager



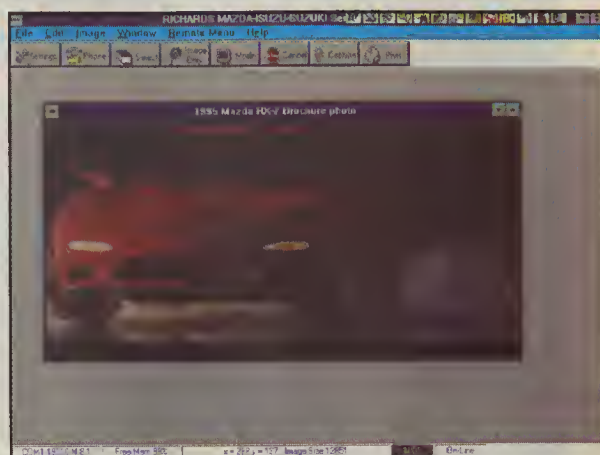
Scott Neumann,
Sysop

The 8-line BBS runs on a combination of Mustang Software's *WildCat!* and Imagen's *Fracterm* Windows-based photo-database software. Any terminal program can be used to call the BBS, but viewing the online database of photos requires downloading a customized version of the *Fracterm* terminal program (831 Kb at 14,400 bps max.). Setup and logging on are easy. I had a moment's impatience as I **<Entered>** past several promotional bulletins, but at the main menu getting into the photo database was as simple as pressing Z.

New cars are ordered by make, then model. I chose the Mazda RX-7 and got a choice of photos, accessories montages, manufacturer's brochures and magazine reviews. "A sexy hunk of iron," I thought,

"makes my Air Force blue Volkswagen Fox look rather 40-ish," which of course I am too. The fractally-compressed graphic images came through swiftly even with my port speed throttled back to 19,200 bps (line quality has not been optimal during recent thunderstorms in Colorado). The example below shows the image quality.

Used vehicles were ordered by type (car, truck, van) and then by price range. There was a delightful variety of clunkers and pussycats, priced from \$2,000 to over \$25,000 BHTB ("Before Horse Trading Begins").



Shoppers and sales reps both save time and aggravation with Autoboard. Scott Neumann, sysop and assistant sales manager, says many shoppers cruise the board dozens of times before coming to the dealership, looking for that dream-car deal. Phyllis Ozol of Toms River, NJ, has looked at 10 to 15 used cars online while trying to find a creampuff in the \$2,000 range. An old pro at online shopping, Ozol buys software through Prodigy. She thinks Autoboard is fun and convenient. "It's better than dealing with the salesman, too," she said. "You know how they usually are aggressive sometimes. With this, you shut it off."

"If you see a super deal, let us know," she wrote to Neumann. He replied quite honestly, "It's really hard to find a good one at that price (\$2,000), but I'll do my best." While he'd never say so, I suspect Neumann is as grateful to have such wishful thinkers shop from home as they are.

Then there are the bluebirds. Don Hasara of Bound Brook dropped Neumann an e-mail note a few months ago, saying he was looking for a used car and wanted "something small, something sporty and something unique." Hasara got a voice call from Neumann, drove to Richards to check out a 1995 Suzuki Sidekick, and bought it that day. Hasara is a computer network specialist for an insurance company, and regularly frequents BBSs.

Neumann said the Autoboard has already expanded the dealership's market. He frequently gets e-mail

from people like Hasara, asking him to look for a specific type of car or price. The voice line rarely generates such calls, Neumann said. I suspect the reason is that e-mail can be left without the threat of being pressured into coming to the dealership, as often happens when one talks to a live sales rep.

Neumann also runs another BBS called *This Note's For You*, (908)505-8420, a trading post for out-of-print record albums. Perhaps we'll check in there next issue; I've been looking high and low for a Doctor Demento platter with a particular song, about a sleeping Scotsman and two maids who wonder if it's true what "they" say about what's under those kilts.

WOODNET:

Woodworkers Paradise Online

Ah, the smell of sawdust, the scream of the lathe, the roar of the ol' Shopsmith, the buzz one gets from finishing compounds...all these sensory delights are missing from the *WoodNet* BBS, (515)245-9663. But the Des Moines IA, based adjunct to *Woodsmith* and *ShopNotes* magazines has still managed to draw over 8,000 callers since opening in November, 1994. Sysop Gordon Gaippe

explains that woodworkers — at least, the ones who read these two magazines — are unusually well equipped with computers and modems. That startling revelation led *Woodsmith* Corp. to seek an online presence.



Gordon Gaippe, Sysop

Reader surveys (which drew an astounding 76% response) showed that 56% of readers own home computers, and a whopping 26% of respondents owned modems. By comparison, PCs were in about 37% of households surveyed in the 1990 Census, and home modem ownership is generally estimated at 6-10% of all households. Woodworkers are a rich ore vein for online services. Readers average 55 years of age, but the BBS users average 13-14 years younger. A high percent-

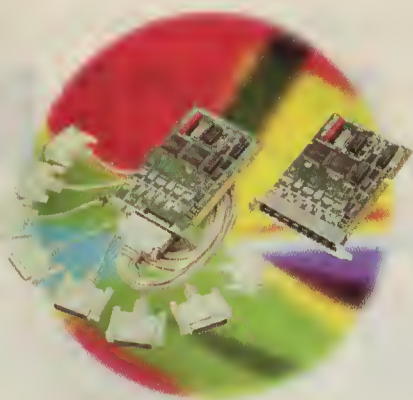
age of readers and BBS users have Bachelors degrees, and the average household income is in the high \$40s.

Encouraged, Gaippe went to CompuServe, Prodigy and America Online, thinking to set up a custom forum. CompuServe blew him off; it already sports two woodworking forums. Prodigy didn't know what to do with a potential customer. "When I finally got through to White Plains, I got bumped around, then told 'We're not going to do anything with that right now; call us back in a year.'" AOL never returned one of Gaippe's many voice, e-mail or fax inquiries. Guess they were too busy losing Web browser shootouts.

So *Woodsmith* decided to do it themselves. The company sent Gaippe to the 1994 ONE BBSCON, where he was able to compare dozens of online platforms side by side. He chose The Major BBS from Galacticomm, Inc., for its one-PC simplicity, 256-line capacity and preconfigured, easily customized menu system. The result is a clean, simple BBS — sort of Scandinavian design, in woodworker's terms — that's ideal for people who aren't modem maniacs. *Woodsmith's* survey revealed that only 6% of respondents — one in five of the modem owners — regularly used online services, the Internet or BBSs.

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Callers are looking for project plans, not ANSI animations. Each week, Gaippe adds another complete set of plans taken from *Woodsmith* and *ShopNotes*. If you want to learn to cut the curlicue top of an armoire, this is the place. There are forums for finishing, joinery, turning, woodcarving and other techniques. There's a tool swap forum where people buy, sell and trade. There's even a forum devoted to the VW Beetle of woodworking tools — the versatile and out-of-production ShopSmith. The BBS sports several databases including indices for *Woodsmith*, *ShopNotes* and 27 other woodworking magazines, and catalogs of woodworking supplies, hardware, tools and kits. A special section for local and regional clubs includes a list of clubs and guilds.

Gaippe built it all himself, a labor of love that often keeps him in the office on weekends. He started as an assistant editor with *Woodsmith* in 1990, and had to learn Windows from scratch. After a promotion to Associate Editor, he was tapped to head the corporation's newly formed Publication Services division. Gaippe says, "A big part of my job is looking for new things" that can become products. The BBS is one example; it recently started charging \$29.95 per year, after a 30-day free, full-access trial. Gaippe says the message areas are warming up after a slow start, as callers

get more familiar with online etiquette and gain confidence. He's added a QWK-mail module and is evaluating various offline readers, hoping to alleviate the unfounded fear callers have of mammoth long-distance bills.

You won't find adult files, shareware CD-ROMs, or anything that can't "make the chips fly" on WoodNet. It's a pristine example of a well-focused, very popular niche market system. Gaippe says there are 17 million "self-styled" woodworkers in the U. S.; about 5 million have their own shops or studios. WoodNet has plenty of room to grow; we're sure it will.

THIS MONTH'S LIST:

National Police BBS List

When George Dodson retired from the Washington, DC, Police Department in November, 1991, he had a pension, an IBM PCjr, a 300 baud modem, and time on his hands. "I was bored," says Dodson, "so I started looking for police BBSs." He could only find one, The Old Timers BBS in Waldorf MD. Its sysop, Mike Reshetar, didn't know of any other police BBSs.

So Dodson did the natural thing — he started compiling his own list. Starting with an old copy of the PoliceNet node list, he painstakingly verified the ones that were still alive and answering. Later he acquired a *ten year-old* international list of law-enforcement boards; amazingly, quite a few were still operating. Dodson ran up some spectacular phone bills, including ten unanswered File Request calls to an Australian node, at \$1.50 each. "My wife had a few words for me concerning that," he recalls.



**George Dodson, Listkeeper,
and wife, Rose**

Today, Dodson spends about \$800 a month out of his own pocket to maintain the list. His board, The Centurion BBS, (301)843-3791 is the official home of the National Police Officers Memorial Day Committee, but receives no financial support from the organization — or most callers. Maybe people are too accustomed to getting free help from police officers. Dodson certainly goes out of his way, providing an "Ask a Cop" forum as well as general interest message and file areas. He says about half of his callers are civilians and half law-enforcement professionals.

The National Police BBS List is also distributed through the Hot Pursuit BBS, (713)852-7060, Chris Jones, sysop. Hot Pursuit is sponsored by the State Police Association, and gives Texas law-enforcement officials access to legislative information through the subscription-only Texas Legal Service. ♦



NATIONAL POLICE BBS

LIST: 106 ENTRIES • 05/95

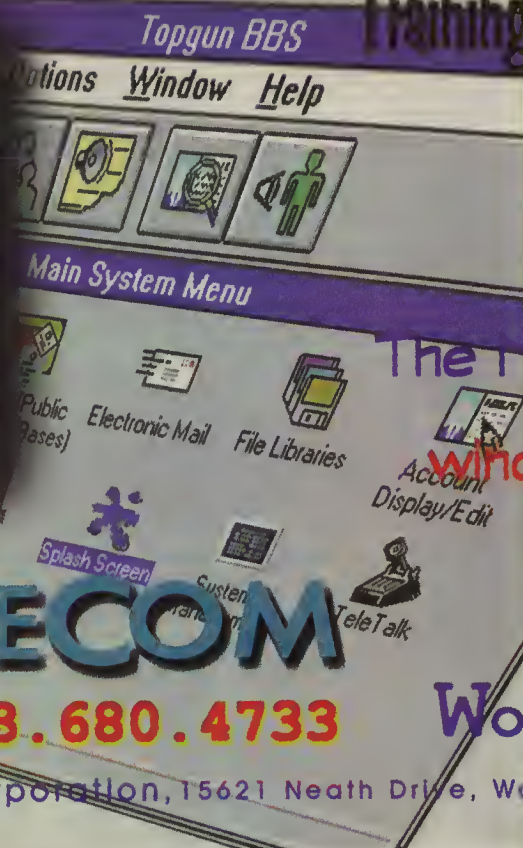
T.E.R.N. BBS
APFL - The BBS
The Roach Motel
Place in the Sun
Floyd's Air Conditioned Dog House
COPLINK
Drag-Net
Capitol City On Line
Manufacturer's Warehouse Online Service
Electric Substation
Shots Fired
Rowlett PD Crime Stoppers BBS
Texas K-9 Police Association
PaRaDoX BBS
South Police District BBS
Kuffs BBS

Irvington NJ (201) 399-4772
Tenaflly NJ (201) 567-6994
NJ (201) 667-3326
Waterbury CT (203) 753-8351
Tuscaloosa AL (205) 759-4817
Marysville WA (206) 653-9581
Seattle WA (206) 764-4002
WA (206) 956-1123
Fresno CA (209) 435-5947
San Antonio TX (210) 359-8904
Garland TX (214) 203-9274
Rowlett TX (214) 412-6262
Farmers Branch TX (214) 620-7131
Grand Prairie TX (214) 660-3821
Philadelphia PA (215) 467-3963
Levittown PA (215) 547-4030

Scott Drake
Greg Valentine /Tom Kane
Joe Roach
David Yale
Lyle Osborne
Rich Griebel
Ian Wallace
Joe Goeller
Hank Beauregard
Mike Trainer
Marr Walling
David Nabors
Kathleen Weaver
James Ray
Jack Stroud
Joe Rozek & Bob Lebo

Keystone BBS	Philadelphia PA	(215) 779-2512	Tomothy Woll
Steel Valley BBS	Girard OH	(216) 545-0093	Oren Zook
The Greenbelt FOP BBS	Greenbelt MD	(301) 552-2418	Steven Keller
Prince Georges County Lockup	Upper Marlboro MD	(301) 627-7162	Mike Guerra
Old Timers BBS	Waldorf MD	(301) 645-1049	Mike Reshetar
Centurion BBS	Waldorf MD	(301) 843-3791	George Dodson
Woodlawn Manor	Gaithersburg MD	(301) 948-8504	Henry Stryker
Colorado Metroplex	Denver CO	(303) 428-6551	Jerry Profancik
Lakewood PD BBS	Lakewood CO	(303) 987-7388	Larry Scheideman
Crime Bytes 3 BBS	Miami FL	(305) 223-3517	Danny Garcia
Crime Bytes-Take a MegaByte out of Crime	Miami FL	(305) 592-9831	Jerry Rudoff
The Hobby Line BBS	Miramar FL	(305) 966-2677	Mike Dippel
Ragged Edge	Wyoming	(307) 265-0612	Craig Edwards
NightWatch	Danvers IL	(309) 963-6060	Jeff Tapke
The OtherBoard	Newton KS	(316) 284-0090	Travis Taylor
Far Point Enclave	KS	(316) 721-8117	Robert Hinshaw
CopStop BBS	Indianapolis Ind	(317) 788-7770	David Myers
The Heat is on	Ardmore Ok	(405) 221-5522	Butch Bridges
The Law Officers Archives BBS	Ardmore Ok	(405) 223-1358	Butch Bridges
Deputy Dawg's BBS	Woodward Ok	(405) 254-2616	Tommy Painter
Just for the fun of it	Ada Ok	(405) 436-1015	Wes Edens
MetroCop	Oklahoma City Ok	(405) 686-0035	Earl Faubion
Space Coast Cop Shop	Patrick AFB FL	(407) 494-4306	John Murphy
The Mail Room BBS	Melbourne Beach FL	(407) 952-2787	Stephen Carabetta
South Bay	San Jose CA	(408) 254-9310	Jerry Hardesty
Crimebytes	San Jose CA	(408) 287-8399	Rich Saito & Jim McMahon
Sheriff's OnLine Information System	Saratoga CA	(408) 741-8012	Ron Levine
Cops BBS	Saratoga CA	(408) 996-7790	Jeff Wolfe
The Callbox BBS	Millersville MD	(410) 987-2616	Chuck Sims
BULLET Inn Board	Pittsburgh PA	(412) 284-2696	Chuck Ammon
San Francisco P. D. BBS	San Francisco CA	(415) 553-1112	Bill Bush
The EDGE	Hammond LA	(504) 345-3797	Zane Melder
Crossroads	Soap Lake WA	(509) 246-0548	Dave Reed
ECPD Public Safety BBS	CA	(510) 235-3273	Bill Guggemos
The Watch Dog Network	Livermore CA	(510) 373-5318	Lance Bye
Code 3 Outfitters	CA	(510) 799-2921	Kim Leong
The Back Counter	Austin TX	(512) 331-7807	Ed Price
K-W Amateur Radio BBS	Kitchner Ontario	(519) 578-9314	Fred Hicks
Excalibar BBS	Brantford Ontario	(519) 758-1173	Paul Croteau
Safe n Secure	Arizona	(602) 870-6004	Wayne Church
The Computer Connection	Glendale AZ	(602) 931-1750	John Labua & J.R. Parrow
The Enforcer BBS	AZ	(602) 978-8673	Tony Posante
The Blue Knights BBS	New Hampshire	(603) 464-4176	Gil Mitchell
Smell of Bacon II	Shawngigan Lake BC	(604) 743-4041	Glenn Vermette
Tri-State Police BBS	Cuba City WI	(608) 744-2050	Kevin Atkinson
K-9 Korner	Dane WI	(608) 849-9796	Ron Mainguth
Dave's BBS	Chelsea MA	(617) 387-8323	David Thompson
Robo Cop BBS	San Diego CA	(619) 299-0351	Joseph Gaspard
Abort Retry Fail	California	(619) 347-2960	Lance Mueller
9-1-1 Emergency Services BBS	San Diego County CA	(619) 669-0385	Joe Nicholson & Marj Mill
The Sub-Station BBS	Solano County CA	(707) 452-9049	Ken Kramer
Morning Star & POLICE.net	Sugarland TX	(713) 265-2798	Walter Bauer
The Pachyderm Power BBS	TX	(713) 464-7429	Tom Shaw
Hot Pursuit BBS	Houston TX	(713) 852-7060	Chris Jones
Flower City Central	Rochester NY	(716) 889-2016	Dave Johnson
PsiCop	Brooklyn NY	(718) 331-5692	Riley G.
City-Net	New York City NY	(718) 373-5529	Mike Patino
FireNet Leader	Colorado Springs CO	(719) 574-3304	Woody Wood
Wizards Keep	Colorado Springs CO	(719) 635-4027	Greg King
Charleston County Sheriff's Office BBS	Charleston SC	(803) 554-2498	Tim Crawford
Charleston PD BBS	Charleston SC	(803) 763-0846	Bob Flynn
Region 3 BBS	Richmond VA	(804) 273-6617	Terry Runge-Erle
Wings & Wheels BBS	Chesapeake VA	(804) 420-2880	Scott White
Jail House Blues	VA	(804) 737-3180	Brian Lindenfeld
Les's Corner	Richmond VA	(804) 965-0433	Les Erle & Terry Runge-Er
SoftCity	CA	(805) 334-1270	John Campbell
Dragonriders Weyr	CA	(805) 391-0433	
Code-3 Arlington Police BBS	Arlington TX	(817) 459-5345	Bob Johnson
Air Patrol BBS	Wichita Falls TX	(817) 692-4378	Curt Harrelson
Rhe W.F.P.D. BBS	Wichita Falls TX	(817) 761-7735	Curt Harrelson
CrimeStoppers BBS	Wichita Falls TX	(817) 761-7989	Melvin Joyner
IntelNet(tm)	Arcadia CA	(818) 358-6538	Fred Coles
Crime Net	Pasadena CA	(818) 405-4242	Dave Harris
Cops-N-Hams	FL	(904) 651-8757	Bill Myers
Razors Edge	Leesburg FL	(904) 728-6306	Rich Giles
Blue Knight's Lockup	St. Augustine FL	(904) 794-2414	Nolan Shapiro
Airtech BBS	Anchorage AK	(907) 349-3421	Bruce McWhorter/Curt Ha
Cop Shop	NJ	(908) 245-8117	Bob Kelly
Altered Illusions	NJ	(908) 329-3216	Lou Braconi
County Jail	Middletown NJ	(908) 787-7459	Dave Long
Info Source	NJ	(908) 821-2530	Lance Eisen
The H.E.S. BBS	NJ	(908) 840-6921	Holger Skurbee
The File Exchange	Howell NJ	(908) 905-3029	Walter Kuzma
Ronnie's Private BBS	Winston Salem NC	(910) 760-4087	Ron Abernathy
Software Connection	Topeka KS	(913) 271-2071	Mike Ortiz
Search BBS	CA	(916) 392-4640	Seth Jacobs
The Dixon Sub-Station	CA	(916) 678-8383	Mark Morrison
Chico Cops On Line	Chico CA	(916) 895-4654	Bret Vosika
North State BBS	NC	(919) 220-0291	Eric Weaver
Justice For All	NC	(919) 460-0523	Timothy Brown





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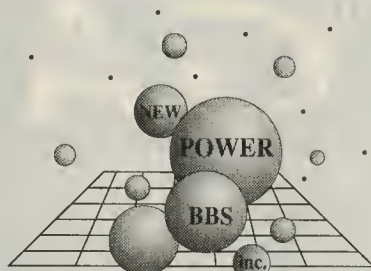
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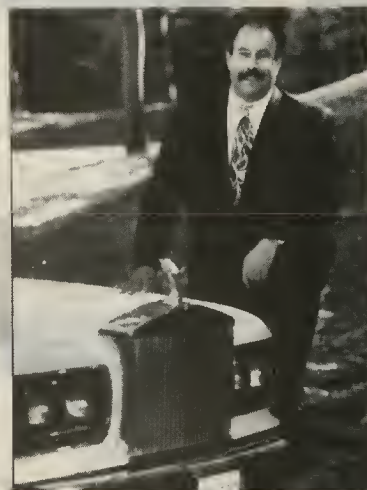
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GADGETS & GIZMOLOGY by Gary W Funk Gizmologist

TAKES A LICKING AND KEEPS ON TICKING

Two months ago I became involved in a love-hate relationship with a gadget. A Personal Digital Assistant (PDA) entered my life, and while I'm not going to give it up, there are times when I desire something more convenient. Something I don't have to remember to pick up and carry with me. A better memory would help, but as we say around the office, "rub a lamp."

The problem with reducing the size of technology is no longer miniaturization of the electronics. It's us. A PDA really needs a keyboard allowing you to enter dates, alarms, phone numbers, etc. And while microchips can be made smaller, my fingers can't. Timex has created a wrist-watch termed the Data Link that offers the ultimate in miniaturization and portability. Better yet, it allows me to use my computer keyboard as the data entry device.

The watch comes complete with software I can run on my IBM PC under Microsoft Windows 3.1 or later. And I maintain my database of scheduled events, anniversaries, and contact names and phone numbers on the PC as I am most comfortably accustomed to do. Once it's updated, I can hold the watch up to the screen, press a button, and transfer the data by means of a cunning bar code display where the computer displays moving lines of light for the watch to read with a simple optical sensor built into the watch. No tricky serial port connections, expensive infrared devices on the PC, or other complications. The watch just reads the transmitted bar codes off of the computer screen.

The Data Link watch has all the standard features of a watch. It shows the time and date, it fits nicely on the wrist, and it even beeps like those other digital watches.

What makes this watch unique is the Personal Information Manager (PIM) features built in. It's basically a little black book that straps to your wrist and handles the five basic features of a PIM.

The Data Link is programmable through the software provided with the watch. The software runs only under Microsoft Windows and is necessary to

set any of the watch's features with the lone exception of alarms, which can be set manually directly on the watch. It's easy to enter data into the software database, or data from Microsoft Schedule+ 1.0 can be used. For those that use Schedule+, the next version will have the ability to send data directly to the Data Link watch. This version will be available in Microsoft Office and as a stand-alone product, and should ship shortly after Windows 95.

The database used by the software is a simple text file that can be edited with any text editor. This format makes it very easy to setup the Data Link software on several computers and transfer the data file to the current computer in use. For those who travel a lot this means you can keep your watch updated.

There is one small minor drawback - the software must be run on a computer with a good VGA monitor. This means the watch will NOT read data from an LCD screen. One can hope that this will change in the future, either through software or through improved LCD screens on notebook computers. I am also told it will not work on Apple Macintosh computers, even those that can run Windows applications.

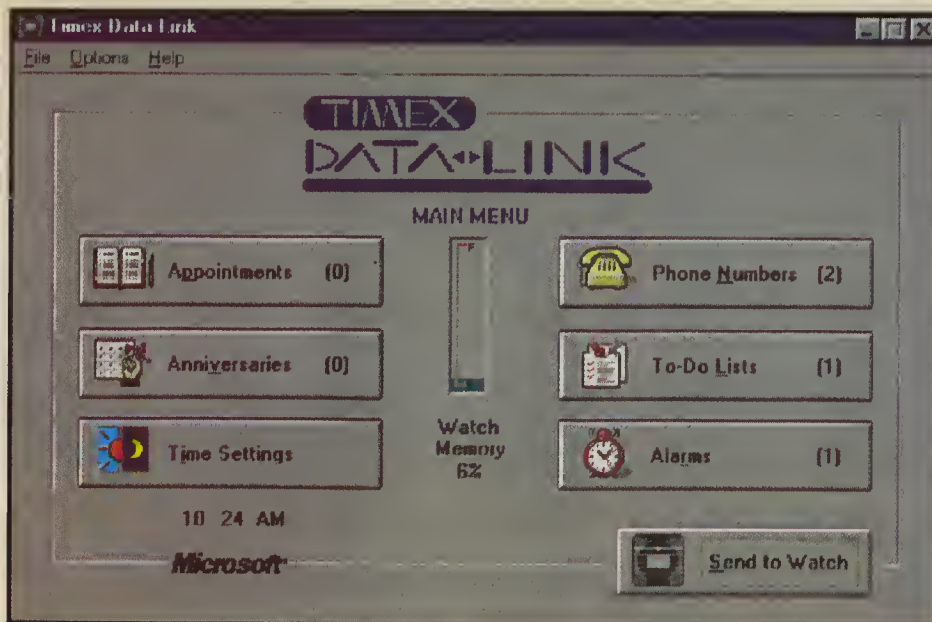
DATA LINK SOFTWARE FEATURES

Alarms. The Data Link has five very flexible alarm settings. These alarms can be set to daily, monthly or even a specified date. The only thing missing is that weekly alarm to tell you it's time for the Tuesday afternoon meeting with Phil every week. The alarm will sound for 20 seconds and can be silenced by pressing any key.

Phone Numbers. The phone book has room for 200 names and phone numbers. The name field has room for 15 characters with a 14 digit number. It's easy to select which phone numbers to send by setting the checkbox next to each name, and you can choose to either send the selected numbers or not send any numbers.

Appointments. There's room in the database to keep 100 appointments and you can set the date and time, and give each a 15 character message reminder as to why this one is important. There is a setting of





how many days in advance, up to 99, to send this information to the watch. Also, the watch can be set to beep up to 30 minutes prior to the meeting.

To-Do-Lists. Yes, those things we want to do but never do — do we. 100 entries can be entered in the database with a 15 character description with one of six priority levels. Again, each is selectable with an option to send or not.

Anniversaries. Those dates that mean so much, to other people. Up to 100 entries in the database again with 15 character descriptions can be entered. An option to send entries based on two weeks to one year from date of the event.

Another nice feature is the two time zone settings. Besides the national and GMT time zones, the software also lists **152 major cities world wide**. My wife decided she had to return to the Philippines, which is where this watch is made, for four weeks and that left me confused as to when to call her. By setting the second time zone to Cebu City, I can tell if it's time to call her at the touch of a button. This feature is nice for those who frequently travel between time zones. By holding the left arrow button you can change the active time zone setting and always have the correct time.

Watch Memory. A bar graph displays 'Watch Memory' and show, the percentage of watch memory used. There is room in the watch to hold about 70 entries and this does not count the alarms, as memory is already allocated for the alarms.

DATA LINK WATCH FEATURES

It takes a licking and keeps on ticking. The Timex Data Link is water-resistant to 100 meters and the battery should last a full three years. It displays time in 12 and 24-hour format, shows day and date, has hourly chimes, and dual time zones.

The watch features five push buttons. A **MODE** button changes the mode of the watch to view its many settings. The **INDIGLO** button back-lights the display. A **SET/DELETE** button sets time and alarms, and marks or deletes entries in the other modes. **NEXT** (right arrow) and **PREVIOUS** (left arrow) buttons display information depending on the mode.

It features the Timex **INDIGLO** night-light which back-lights the entire display for night viewing. By activating '**NIGHT-MODE**' the night-light can be set to stay illuminated for three seconds at the touch of any button.

PROGRAMMING THE DATA LINK

Once the data is entered into the database, the next step is to program the watch. This is a simple task and only takes a few seconds. The data to be transferred is first selected in each of the six areas. The watch is then set to **COMM MODE** by pressing the **MODE** button until the display reads **COMM MODE** and waiting two seconds. The watch will then display **COMM READY** at which time data can be sent to the watch. Hold the watch about 8 inches away but facing the monitor, and click on the **Send To Watch** button with the mouse.

The screen will clear and five horizontal lines will appear that move to create the bar code transmission. The watch will start beeping, letting you know that the data transfer is working, and soon the lines on the screen will start changing. This is the actual data transfer. In a few seconds you will hear a long tone indicating the transfer is complete. Press the **MODE** button on the watch again, and you're done. The data you need is now on your wrist available for viewing at any time.

MORE STUFF

Introduced in October 1994, the Timex Data Link has won awards from *Popular Mechanics*, *Popular Science*, and *Byte Magazine*. It has also been given The Interface Group's 'Best of Comdex' award in Las Vegas last November. And at the Consumer Electronic Show held in January, it was honored in the Innovations '95 Design and Engineering & Software Showcase.

While you won't make any fashion statement with the Timex Data Link watch, it is available in three different strap styles. It has a suggested retail price of **\$130** and can be found in most computer stores and wherever fine Timex watches are sold.

Timex Corporation Product Service, PO Box 2704, Little Rock, Arkansas 72203-9725 (501)372-1111, e-mail: //data.link@timex.com ♦



GLOSSARY

bps - Bits Per Second - a measurement of data transmission speed.

CGI - Common Gateway Interface, an Application Program Interface (API) peculiar to the UNIX operating system which allows a **Web server** to pass data from an HTML document to a CGI script, which runs various programs as necessary and returns resulting data for display over the **Web**

COM port - Serial ports on the IBM PC compatible computer, usually, but not always used for data communications, are referred to by system designators COM1, COM2, COM3...etc.

Conference - An group of public messages on a Bulletin Board System, usually focussed on a particular topic and often moderated by a conference host or moderator who guides the discussion. Also called Folder, SIG (for "Special Interest Group") or Echo. See also **Newsgroups**.

cps - Characters Per Second - characters usually referring to a single 8-bit byte of data. With start and stop bits, a total transmission of 10 data bits is usually required to transmit a single character or data byte.

CSU/DSU - Customer Service Unit/Digital Service Unit. A hardware device that provides a digital interface to high-speed leased lines (see **T1**). Looks and acts like a modem, and all too many people call it a "digital modem." However, a CSU/DSU does not MODulate or DEModulate analog (voice) signals; it deals with digital signals from end to end.

DNS - Domain Name Service, a two-column look-up table system of matching mnemonic machine names such as **boardwatch.com** to their numeric IP addresses (**204.144.169.1**). The tables are maintained at local, regional, and global levels by various organizations, making it easier for humans to

find their way around the Internet or their LAN.

Echomail - collections of public messages shared by multiple BBSs. A message entered on one BBS in an echomail conference will be "echoed" in corresponding conferences on any number of BBSs which choose to receive the same conference. Replies from users on all member systems are likewise echoed to all participating systems.

FAQ - Frequently Asked Questions - a file established for many public discussion groups containing questions and answers new callers often ask.

Finger - an application program which will search a particular machine connected to the Internet for a specified entity and return any information about the fingered entity that may be stored on the machine's **finger server**. You need to supply a search string, e. g., **finger hakala@boardwatch.com**, which includes the full **DNS** name of the specific machine. Therefor finger does not help you learn where a given entity connects to the Internet, but you can learn which people use a given site. See also **ping** and **whois**.

FTP - File Transfer Protocol - an application program that uses TCP/IP inter-networks as a medium for transferring files. You can logon to an ftp site using an ftp program and transfer files from their site to your local desktop using a **GET** command. Many sites allow **ANONYMOUS** ftp. At the login prompt, enter **ANONYMOUS** as the login name, and at the password prompt enter your e-mail address as password. You will have access to a limited number of public directories from which you can retrieve files.

Example: **ftp boardwatch.com**

Home page or **Homepage** - the top-level hypertext document in a collection of linked **HTML** documents. Often, the

document implied in a **WWW** site's **URL**, e. g. **http://www.boardwatch.com/homepage.html** is generally rendered as **http://www.boardwatch.com**.

HTML - Hyper Text Markup Language, the programming language used to create **WWW** pages and define the functions to be performed when one clicks on a button, image, or hypertext link embedded in the page.

HTTP - Hyper Text Transport Protocol. The method by which the World Wide Web provides hypertext links between web pages - often located on entirely different machines.

IP. Internet Protocol. The underlying packet protocol used to connect networks over the Internet.

ISDN - Integrated Services Digital Network, an all-digital telephone system specification. Basic Rate Interface (BRI) consists of two 64 Kbps bearers or "B" data channels and one 16 Kbps supervisory "D" channel, leading to the designation "2B+D." BRI ISDN can deliver data to the home at speeds up to 128 Kbps by combining the two B channels and is the only digital telephone solution capable of using *existing* copper wire to the home.

ITU - International Telecommunications Union - a standards body operating under the aegis of the United Nations to standardize telecommunications protocols for interoperability. Replaced the earlier **CCITT** group.

JPEG - Joint Photographic Experts Group - a standard for compressing digital photographic images.

KB - Kilobyte - 1024 bytes - often generically applied to 1000 bytes as well.

Kbps - Kilo Bits Per Second - a measure of data transmission speed indicating 1024 bits transitting in one second.

LDS - Long Distance Service - a long distance telephone company such as MCI or Sprint.

LEC - Local Exchange Carrier - local telephone company.

Mbps - Mega Bits Per Second - a measurement of data transmission speed indicating 1024 kilobits per second or 1048576 bits per second.

MB - Megabyte - technically 1024 kilobytes or 1,048,576 bytes - but often applied to the more rounded term of one million bytes as well.

MOSAIC - A World Wide Web interface program available for Windows, Macintosh, and UNIX X-Windows that provides a graphic multimedia interface for WWW home pages.

MPEG - Motion Picture Experts Group - a standard for compressing digital video images.

Multiport serial board - a plug-in card that extends the number of **COM** ports an IBM-compatible computer can simultaneously support beyond the factory-standard two. Enables running more than two serial devices at the same time, as in a multi-line BBS. Typical configurations offer, 4, 8, 16 or 32 ports on a single card.

Newsgroups - collections of e-mail messages arranged in a hierarchical topic structure and distributed to computers all over the Internet. Users of sites that receive newsgroups can elect to receive particular newsgroups, add messages to the shared message base, and thus join several global special interest groups. There are currently over 12,000 USENET newsgroups available.

NNTP - Net News Transfer Protocol - a protocol used to transfer USENET News Groups from one Internet site to another via Internet Protocol.

Null modem cable - a cable whose connectors are wired so as to permit serial port transfers of data between computers as if they were communicating via modems. Data transfer speeds may reach 115 **Kbps** over null modem cables between IBM-compatible PCs.

Ping - an application program that will tell you if a particular entity is presently connected to the Internet. Useful in diagnosing connection problems or checking up on employees who should be working instead of playing Doom. See also **finger** and **whois**.

POP - Point of Presence - in the telephone world this is the geographic location of a particular switch or service.

POP3 - Post Office Protocol - an alternative mail protocol used to service intermittent dialup connections to the Internet whereby mail is held until the caller makes the connection and requests mail. Most SLIP or PPP dialup account users will receive mail from a POP3 account using a program such as PC Eudora.

PPP - Point to Point Protocol - a type of Internet Protocol used via serial connections by modem. A dialup connection providing IP connectivity. Developed later than Serial Line Internet Protocol (SLIP) to accomplish the same intermittent dialup connection function.

Protocol - A system of rules and procedures governing communications between two devices. File transfer protocols in your communications program refer to a set of rules governing how error checking will be performed on blocks of data.

QWK - File extension for bags created by Quick Mail - a standard for offline mail readers.

RBOC - Regional Bell Operating Company - a provider of local telephone service such as U.S. West or Bell Atlantic.

Router - A device that connects two or more networks, such as your LAN in Boise and mine in Chicago, at the network layer. "Also," according to Bernard Aboda's *The Online User's Encyclopedia*, "an expensive device manufactured by hi tech firms with inflated stock prices."

Server - a computer dedicated to providing specific services to **client** computers. Print servers, for example, do nothing but accept, store, and print out jobs sent to them by other computers. An **FTP** server is dedicated to file-suckers everywhere.

Shareware - computer software which users are encouraged to copy and distribute to others, and to evaluate for a specified or indefinite period of time. The author gives the user a license to "try before you buy," and requires voluntary payment of a specific sum of money if the user continues to use the software. Failure to pay the requested fee is a legal violation of the author's copyright rights.

SLIP - Serial Line Internet Protocol - an implementation of IP over serial ports/modems - usually on an intermittent dialup basis. Developed by Rick Adams of UUNET Technologies, SLIP is a predecessor of the Point to Point

Protocol (PPP) also used for dialup IP connections.

SMTP - Simple Mail Transfer Protocol - the most common method for relaying electronic mail over the Internet.

T1 - A classification of leased telephone line service offering 23 voice channels and 1 supervisory channel or 1.544 Mbps digital data service.

TCP/IP - Transmission Control Protocol/Internet Protocol. The basic packet protocol used to connect machines globally on the Internet is referred to as the Internet Protocol or IP. The Transmission Control Protocol (TCP) interacts with IP to provide an application protocol interface. The term has come to generically refer to a family of protocols used to connect local area networks to one another, forming an internet, and more specifically the global internetwork referred to as The Internet.

TELNET - An application program that allows users to interactively logon to menued services provided at TCP/IP Internet sites.

Example: **telnet boardwatch.com**.

UUCP - Unix to Unix Copy Program - a series of programs and algorithms used to transfer files, and electronic mail by dialup modem. Many bulletin boards provide e-mail/newsgroup access by using UUCP to connect to an Internet provider, and are not actually connected to the Internet by IP.

URL - Uniform Resource Locator - a system of references to different Internet sites indicating the both the site and type of protocol or application program used to reach it: e-mail, ftp, http, gopher, etc.

Example: **http://www.boardwatch.com** indicates a Hyper Text Transport Protocol address on the World Wide Web (WWW) with location **www.boardwatch.com**.

USENET - Users Network, one of the earliest networks of computers which exchange e-mail conferences via the Internet using **UUCP** and **NNTP**. Properly capitalized in full but often rendered as "Usenet." Estimated to include over 70,000 nodes, 12,000 newsgroup conferences, and 2 million readers.

V.17 - International standard for facsimile transmissions at speeds up to 14,400 bits per second.

V.32bis - International standard for modem data communications at speeds of up to 14,400 bits per second.

V.34 - International standard for modem data communications at speeds of up to 28,800 bits per second.

V.FC - V.Fast Class - a pre V.34 proprietary modem modulation standard for 28.8 kpbs connections developed by Rockwell International and Hayes Microcomputer Products.

Web - See WWW.

Whois - an application program which queries any of several whois **servers** to locate information about a given Internet user. The command **whois hakala**, for example, may retrieve the full name, geographical and e-mail address, voice phone number, and other information about any Hakalas who have Internet accounts. See also **ping** and **finger**.

WINSOCK - A Dynamic Link Library (DLL) program for Microsoft Windows that provides a simple program interface to TCP/IP services. Originally developed by Net-Manage, Inc., it has become the model for most Windows based Internet application programs. The most widely used WINSOCK.DLL would be the shareware program TRUMPET Winsock. Internet application programs then use WINSOCK for TCP/IP services.

WWW - World Wide Web - a network of graphical hypertext servers linked by The Internet offering graphics, sound, text, and in some cases video clips providing information.

ZIP - File extension for files catalogued and compressed using Phil Katz' PKZIP compression utilities. ♦



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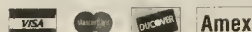

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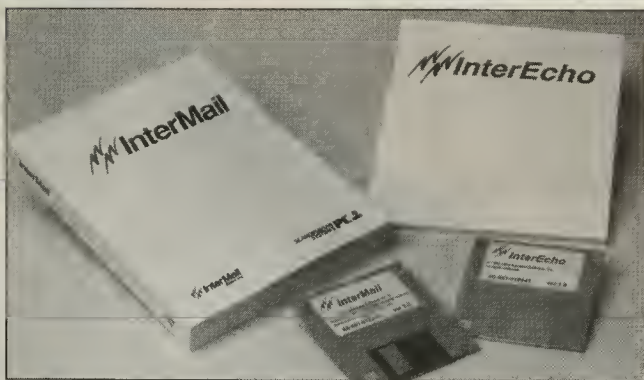
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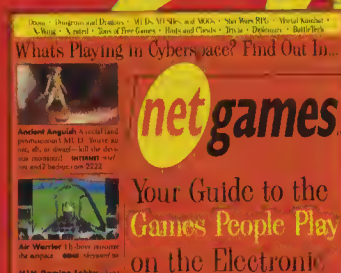
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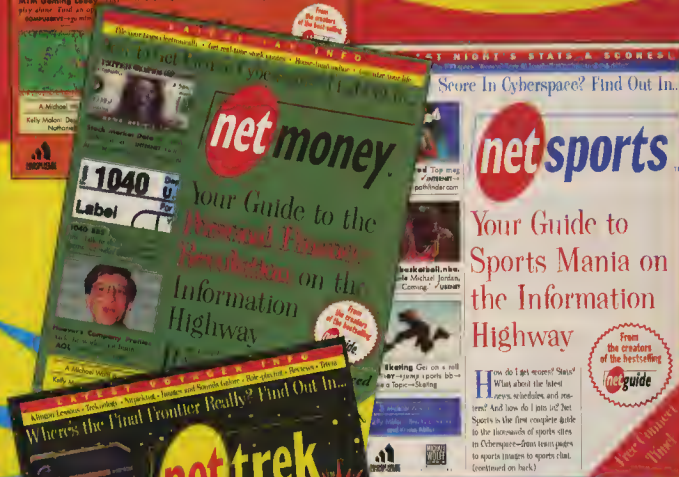
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ConXtion (803)772-4624 Columbia, South
Carolina since 10/94. Sysop: Edward Rothschild.
Using MajorBBS Major 6.2 with 30 lines on MS-
DOS with 1.25g MB storage. US Robotics at 14400
bps. \$35 Monthly fee. 250,000 shareware, 30 lines,
chat, online shopping, business directory, Internet
directory, matchmaker, games, stocks, forums,
local & national news, live forums 7-9 p.m. Mon-Fri,
designer of web pages, Internet sales, online help,
1-900-288-4638

Kitty's Cafe! South (803)963-3773 Simpsonville,
South Carolina since 03/95. Sysop: Diane Hayes.
Using WildCat 4.10 with 10 lines on UNIX with
2000 MB storage. Supra at 19200 bps. \$69 Annual
fee. New. Franchise of Kitty's Cafe. North in NYC.
Membership includes access to all Kitty's Cafe.
Strictly adult BBS. Over 500 conferences. Over 60
doors. Online chat. Local access numbers avail-
able. Instant access with your credit card. Personal.

PILEDRIIVER BBS (804)520-8564 Colialia heights,
Virginia since 11/94. Sysop: Robert Lee. Using
WildCat 4.1 with 2 lines on MS-DOS with 4 MB
storage. US Robotics at 28800 bps. \$7 Monthly
fee. Usenet newsgroups and Internet email. No
uudecoding. Free trial. Monthly contests, games, 2
CD ROMs and growing. Expect to add lines and
ROMs in next few months. Come check us out for
free. 75+ newsgroups (including alt.binaries).

One Eyed Jack's (810)399-2845 Oak Park,
Michigan since 09/93. Sysop: Jack. Using TBBS
2.2 with 2 lines on MS-DOS with 4500 MB storage.
Hayes at 14400 bps. \$.55 per file fee. Hot adult
graphics. Easy to use. We are set up for the first
time BBS caller. Over 20,000 hot adult images
movies, & fantasy stories. No online time charge,
only 55 cents per file downloaded. Visa,
MasterCard, Discover accepted for instant access.

SHARE Warehouse (810)412-8177 Clinton
Township, Michigan since 01/94. Sysop: Rick
Wadowski. Using PCBoard 15.21 with 4 lines on
MS-DOS with 21000 MB storage. US Robotics at
28800 bps. \$25 Annual fee. Free 30 day trial.
100000+ files on 36 CDROM's. E-mail networks
from Planet Connect Satellite include: Internet,
Usenet, FIDO and Rime. Cut online costs with cus-
tom CD's available from our file library. 100's new
files daily. We never ask for uploads.

InfoNATION online (810)749-0901 Chesterfield, Michigan since 10/93. Sysop: Brian Beck. Using PCBoard 15.21 with 2 lines on MS-DOS with 4800 MB storage. PPI at 14400 bps. \$4.95 Monthly fee. Free or free. Professionally run online service offering Internet e-mail and usenet access. Multiple CD-ROMs on line & updated regularly. Powerful tools for the experienced user and helpful sysop for the novice. Call today for your free trial access.

The Medugorje BBS (815)758-1293 DeKalb, Illinois since 05/95. Sysop: Steve Shawl. Using MajorBBS 6.25 with 2 lines on MS-DOS with 1000 MB storage. US Robotics at 28800 bps. No fee. Informational BBS dedicated to Marian Apparitions in Medugorje (a village in former Yugoslavia). Even if you are not religious, this information is fascinating, and important! Give us a call and check it out.

The Serial Port (817)431-2342 Keller, Texas since 03/82. Sysop: Stu Jackson. Using TBBS 2.2 with 16 lines on MS-DOS with 11000 MB storage. ZyXEL at 16800 bps. \$6 Monthly fee. We've moved from Michigan and love Texas. Come on by for a few files or some live chat between users. We have over 11 Gig of PD and adult files available. Ham radio and sat sections too. Games, mail, fun. Visa, MC, Discover for instant access.

Panasia BBS (818)569-3740 Glendale, California since 05/89. Sysop: William Padilla. Using PCBoard 15.1 with 2 lines on MS-DOS with 425 MB storage. US Robotics at 28800 bps. No fee. We offer Internet email access and carry all conferences for the Intellect, ThrobNet, and ILink echomail networks. Qmail QWK/REP mail door. Proof of age required for adult access (includes FAXmail service). Modest but high quality file area. No fees.

KBBS Los Angeles (818)886-0872 Beverly Hills, California since 09/88. Sysop: Dale. Using MajorBBS 7.00 with 110 lines on MS-DOS with 30000 MB storage. Zoom at 28800 bps. \$9.50+ Monthly fee. Huge 18+ BBS. TradeWars, Erotica, Triva and 100+ MUDs. WorldLink 24 Hrs/day, thousands of members, many linked chat areas, 42 CD's online w/250,000 files. Ultra-fast T1 Internet. Telnet in: 204.96.25.7 or write sysop@kbbs.com. Free Trial.

Ace Station BBS (818)891-0397 North Hills, California since 02/92. Sysop: Jacques Milon. Using MajorBBS v.6.25 with 16 lines on MS-DOS with 15000 MB storage. Supra at 28800 bps. No fee. 500 CD-ROM's online, Internet, usenet, matchmaker, chat, TeleArena, TradeWars, Doom. ASP-approved BBS. Expanding to over 64 lines. Largest library in the nation. Call us now. Free trial. That's 355,000MB of files.

Florida Information and Classifieds (900)659-7305 Clearwater, Florida since 07/92. Sysop: Ed Marquardt. Using TBBS 2.2 with 2 lines on MS-DOS with 210 MB storage. Hayes at 14400 bps. \$1.99 Per minute fee. Must be 18 or older. Florida information and classified ads. Employment ads, business ads, tourist attractions, education and instruction ads, for sale and for rent ads, and much more. All advertising is free.

DRAGON KEEP INTERNATIONAL (904)375-3500 Gainesville, Florida since 01/87. Sysop: Dragon. Using MajorBBS 6.21 with 58 lines on MS-DOS with 10000 MB storage. US Robotics at 14400 bps. \$25 Hourly fee. Realtime multi-player games, 24 hr. live chat featuring Chatlink and 24 Hr. Worldlink. Over 90,000 files, 13 CD-ROM's, MajorNet, NetAccess. Full Internet access (Telnet IRC FTP). Telnet to dkeep.com (198.79.54.10) Instant access w/credit card. Call today

Buy Online (908)634-5117 Woodbridge, New Jersey since 03/92. Sysop: Gorgon Enterprises. Using PCBoard 15.21/10 with 5 lines on MS-DOS with 5000 MB storage. Hayes at 14400 bps. \$10 Monthly fee. Adult online service for graphics & shareware catering to all lifestyles. Over 30,000 superb quality GIF & JPG files. Also DOS, Windows & other adult files. Inexpensive memberships from 30 days-13 months. Check us out & have a ton of fun. Instant access.

On-Line Services (909)369-6556 Riverside, California since 11/93. Sysop: Andy Cotroneo. Using WildCat 4.1 with 8 lines on MS-DOS with 11000 MB storage. US Robotics at 14400 bps. No fee. Free memberships available. Call for information, Internet e-mail and newsgroups, massive library of GIF's and text files, group and private chat, online games, matchmaker database. Discount sales of Galacticcomm, Wildcat, Digiboard.

Legend Graphics OnLine (909)689-9229 Corona Hills, California since 11/91. Sysop: Joey Marquez. Using PCBoard 15.1 with 16 lines on MS-DOS with 12000 MB storage. US Robotics at 28800 bps. \$5 Monthly fee. Nation's one stop graphics BBS. You will be impressed. Huge adults only file areas. Simply the best in Southern California. SuperVGA photo images, video in motion MoviePICs. Visa MC AmExp Optima accepted.

California Lip Service (909)987-8483 Cucamonga, California since 03/95. Sysop: SurfMaster. Using FirstClass 2.6 with 6 lines on MACINTOSH with 14000 MB storage. Hayes at 14400 bps. \$9 Monthly fee. Join Sexy Sabrina & Tempting Tonya as they explore California lifestyle and surf the net. Internet email & usenet, OneNet, CD's, sexy SoundMart, personals, zines, chat (VISA MC). Internet TCP-IP w/FC client to lips.com. It's a knarly beach dude.

Kitty's Cafe! (912)328-9939 Warner Robins, Georgia since 08/94. Sysop: Kitten & Coolmack. Using WildCat 4.10 MP with 150 lines on UNIX with 19000 MB storage. Hayes at 28800 bps. \$69 Annual fee. Adult only BBS alternative lifestyles, over 3000 conferences. Direct link to Internet. Adult X rated conferences and nets, business net BBS online here. Local access numbers available. Instant access. All major credit cards and checks taken. Call now.

Kitty's Club Du SeXXX (912)328-9939 Warner Robins, Georgia since 05/95. Sysop: Kitten. Using WildCat 4.10 MP with 250 lines on UNIX with 16000 MB storage. Hayes at 28800 bps. \$25 Quarterly fee. Hot! Adult action like you have never seen. Online match making services. Talk online with guys and gals worldwide. Internet, adult nets. Call our other main numbers 912-328-9935 9909 9832. Must be over 21. Women free. Invoice accounts.

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List of BBS List Keepers

This listing comprises a list of those who compile and maintain lists of bulletin boards, either by topical category, or by some geographic area or definition - often by area code. The primary bulletin board system where the list can be downloaded electronically is also included.

BBSLIST TOPIC	AUTHOR/EDITOR	CONTACT BBS	TELEPHONE
New Jersey BBS's	Scott Drake	T.E.R.N. BBS	(201)399-4772
Connecticut AC 203	Kevin Brook	Creative Edge BBS	(203)743-4044
BBS With Handicapped Focus	Bill McGarry	Handicap News BBS	(203)926-6168
Manitoba Canada AC 204	Victor Laking	Generic BBS	(204)475-5199
West Washington AC 206	Bob Dinse/Nanook	Eskimo North	(206)367-3837
Tacoma Washington AC 206	Richard Langsford	AmoCat BBS	(206)566-1155
Puget Sound Area AC 206	Art Tomlin	Orion Station	(206)675-0565
Kitsap County Washington	Michael Schuyler	Quicksilver BBS	(206)780-2011
Modesto CA AC 209	Dennis	The Connection BBS	(209)549-7980
Tracy CA AC 209	James Arnold	The Sinking Ship	(209)833-3615
Stockton AC 209	Monty A Gonzales	The Wrong Number BBS	(209)943-1880
San Antonio TX AC 210	Donna Murrell	Main Complex BBS	(210)658-8009
Graphical User Interface BBS	David Shapiro	The Goopy (GUI) BBS	(212)876-5885
96 List - 9600+bps BBS	Ken Sukimoto	Downtown BBS	(213)484-0260
Employment BBS's	George Smith	Executive Connection	(214)306-3393
Dallas/Ft.Worth BBS List	Mark Elson/Mike Shockley	Blues Cafe	(214)638-1181
Open Access UNIX Site List	Phil Eschallier	LGNP1 (login:BBS)	(215)348-9727
Cleveland Area 216	Jim Barry	Flip Flop	(216)951-9134
Educational and Indiana BBS	Joe McIntosh	KSI Public BBS	(219)626-2150
Conservation/Nature BBS List	D.Wendling/JS Christianso	Coin of the Realm	(301)585-6697
Ham/Amateur Radio BBS	Stan Staten	3WINKs BBS	(301)590-9629
Handicapped Issues BBS	Richard Barth	HEX BBS	(301)593-7357
Desktop Publishing BBS	Frank Atlee	Infinite Perspective	(301)924-0398
Delaware AC 302	Vince Boehm/Dave Osburn	Talk Radio BBS	(302)429-7667
Colorado AC 303/719	Willis Morrow	Big Boy's BBS	(303)458-3832
Cave Exploration BBSs	Douglas L. Moore II	The CatEye BBS	(304)592-3390
South Florida Area 305/407	Eric Thav	Silicon Beach BBS	(305)474-6512
Southern California	Mike Hefferman	SOCAL Corner	(310)422-7942
California AC 310	Jim Walton	Illusions BBS	(310)804-3324
Detroit AC 313	Tom McEachern	Wonderland BBS	(313)274-3531
Detroit Area 313	Horst Mann	Tony's Corner	(313)754-1131
St. Louis AC 314	Beth Brooks	Fire Escape's Dir	(314)741-9505
ASP BBS Member List	Richard Holler	The RoadHouse BBS	(317)784-2147
Engineering Related BBS	Arthur Petzelka	Computer Plumber	(319)337-6723
Rhode Island Area 401	Mike Labbe	Eagle's Nest	(401)732-5292
Alberta AC 403	Stephen Decarie	T-8000	(403)246-4487
Calgary Alberta AC 403	Jeremy Birkett	The Quantum BBS	(403)252-5119
Atlanta Area 404	Online Atlanta Society	OASIS	(404)627-2662
Oklahoma City AC 405	John Burton	The SandBox	(405)737-9540
Montana Area	Jay Michalik	Valley Light BBS	(406)273-6399
Searchlight BBS Systems	Chad Payne	Montana MediaNet	(406)549-6325
Orlando BBS List AC 407	Lenny Lacuy	Infinite Space Onlin	(407)856-0021
San Francisco Bay Area	Mark Shapiro	BABBA BBS	(408)946-8592
Baltimore BBS Area 410	David Fogle	Silver Streak BBS	(410)254-3400
Pittsburgh AC 412	Chas Stokes	Zuul's Catacombs	(412)264-9787
National BBS List	DP McIntire/Beth Spotts	Ameriboard	(412)349-6862
Milwaukee AC 414	Mark G.	The Castle	(414)327-5085
North America Nudist List	Patrick O'Brien	Natural Connection	(414)426-2110
Toledo Ohio Area 419/313	Ryck Zarick	Toledo's TBBS	(419)475-2241
Arkansas Area 501	Bob Underdown	The Blue & The Grey	(501)444-8420
Louisville KY South IN	Tim Arnold	Dance of Shiva BBS	(502)893-6360
Portland Oregon BBS	Lisa Gronke	DawGone Disgusted	(503)297-9145

BBSLIST TOPIC	AUTHOR/EDITOR	CONTACT BBS	TELEPHONE
New Mexico AC 505	Dan Kiehl	MDC Computers BBS	(505)434-0258
Apogee/ID/Software Crtns List	Dan Linton	Software Creations	(508)368-7139
PCBoards on Internet	Ruben Melo	ponyXpress BBS	(508)587-7669
Worcester MA AC 508	Charles Grosvenor	Information Society	(508)832-7542
Corpus Christi	James Cordani	Treasure Island	(512)241-8358
Austin Area AC 512	John Foster	Camel's Back BBS	(512)243-0077
Selected BBS	Joseph Caplinger & Son	J&J's BBS	(513)236-1229
Free Shareware AC 516	Harold Stein	Long Island Exchange	(516)271-5303
516 AC, 800 numbers, Freenets	Wilton Virgo	Long Island BBS	(516)338-8595
Area Code 517 - Mid-Michigan	Rick Rosinski/SAMM	Wolverine BBS	(517)695-9952
518 AC	Dave Hitt	Electric Avenue	(518)899-3292
Phoenix AC 602	Sue Widemark	Cheese Whiz BBS	(602)279-0793
Cochise County Arizona	Kevin McCrory	The Commo Shack BBS	(602)452-0587
Arizona and Southwest U.S.	Michael	BBSouthWest	(602)820-7861
New Hampshire	Mike Maggi	Marios Birdhouse	(603)226-0467
Victoria/Vancouver AC 604	Mark Morley	Island Net	(604)477-5163
Kentucky AC 606	Jon Hagee	Kentucky Explorer	(606)271-1451
Wisconsin 608	Jim Wargula	JW-PC Dataflex.HST	(608)837-1923
New Jersey AC 609	Dave Schubert	The Casino BBS	(609)485-2380
Real Estate Boards	Ted Kraus	Dealmakers Online	(609)587-4651
New Jersey Area 201/609/908	Wayne R. Morton	Praedo BBS	(609)953-0769
Medical Issues BBS	Edward Del Grosso	Black Bag	(610)454-7396
Job Search and Inet hot list	Ward Christman	Online Opportunities	(610)873-7170
Minnesota Twin Cities AC 612	Barry Watson	Abiogenetic BBS	(612)774-8454
Apple II BBS	Mike Shecket	Way Out	(614)436-4846
Business/Professional BBS	Dennis Hauser	Delight The Customer	(616)662-0393
Female Sysops	Brenda Donovan	The Pacific Rim	(619)278-7361
San Diego, CA AC 619	Tom Grigg	ComputerEdge	(619)573-1675
San Diego AC 619	Joe Nicholson	General Alarm	(619)669-0385
Apple II BBS with Internet con	Morgan Davis	pro-sol	(619)670-5379
Virginia AC 703/804	Eddie Gebhard	PC Power House	(703)348-1423
OS/2 BBS Systems	Pete Norloff	OS2/Shareware BBS	(703)385-4325
Genealogy Related BBS	Richard A. Pence	NGS-CIG	(703)528-2612
Charlotte, NC AC 704	Blaine Schmidt	Moobasi Optics, Inc	(704)522-1018
Black Run/Oriented BBS	Arthur "Rambo" McGee	BDPA BAC BBS	(707)552-3314
Chicago	Peter Anvin	Royal Swedish Viking	(708)491-9036
Gay & Lesbian BBS List	Billy Kennedy	Risquilly BBS	(708)495-6609
Airline Pilot/JUMPSEAT BBSs	Rex Chadwell	ChicAAgo Hangar	(708)980-1613
Houston Area 713	David E. Wachenschwanz	Atomic Cafe BBS	(713)530-8875
Korean BBS	Wayne Jeong	Korea America Online	(714)449-9373
Rochester NY AC 716	Tracy Logan	Logan's Run	(716)328-2914
RIP BBS Listing	Mario Mueller	Antarctica BBS	(717)755-2440
717 AC BBS Listing	Adam Viener	Cyberia	(717)840-1444
NYC AC 718 & 212	Michael Muller	Tree Branch Online	(718)739-5845
Vermont BBS's	Russ Boyce	Computer Ser. of Ver	(802)334-7976
Ecology/Conservation BBS	Bob Chapman	EarthArt BBS	(803)552-4389
Central California AC 805	Larry Honore	His Board	(805)652-1478
Wildcat! BBS	Jim Harrer	Wildcat! HQ	(805)873-2400
Oahu Hawaii	Brent Davis	Land's End BBS	(808)499-2527
Detroit AC 810	Donald Quarles	Bad To The Bone	(810)749-3581
Technical Support BBS List	Gary Barr	Digicom BBS	(812)479-1310
Pinellas/Tampa Florida AC 813	Emery Mandel	Mercury Opus	(813)321-0734
Kansas City Area 816/913	Bob Zumbrunnen	PC-HELP BBS	(816)331-4703
Dallas Fort Worth	Mark Robbins	Second Sanctum	(817)467-1175
Denton, TX AC 817	Walter Bowen	Mezzanine BBS	(817)565-9165
Occult BBS	Phil Hansford	Mysteria	(818)353-8891
Commodore 64/128/Amiga BBS	John Rigali	Night Gallery	(818)448-8529
Texarkana BBS List	Rodney Payne	Internet Connection	(903)793-7173
Internet accessible BBS's	Richard S. Mark	Dragon Keep	(904)374-3500
Durham Region-Ontario Canada	Chuck Cirvec	Odyssey Systems	(905)579-9241
Alaska AC 907	Patti Johnson	Alaska Pirate Soc.	(907)248-9364
Travel Related BBSs	Robert Southwick	AK Information Cache	(907)373-3205
Kansas 913 Area Code BBS's	Chuck Baslock	On-Line Connection	(913)587-0241
Sacramento AC 916	Jackie Kuhwarth	24 Street Exchange	(916)448-2483
Darwin National US BBS List	Bob Breedlove	Bob's BBS	(916)929-7511
OS/2 Related BBS	Dave Fisher	LiveNet 1:170/110	(918)481-5715
Tulsa Oklahoma Area BBS List	Linda Hargraves	ACCESS AMERICA	(918)747-2542
Raleigh NC AC 919	Mike Stroud	Micro Message Svc.	(919)779-6674
National ISDN BBS list	Ken Morrison	Digital Velocity BBS	(919)992-3059
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DVORAK ONLINE by John C. Dvorak

MICROSOFT NETWORK AND 'ZINES "ABOUT ONLINE"

If people thought that the Microsoft-Intuit merger falling apart was the big news last spring, they missed the real news, which was Microsoft Network stealing NBC's online material from AOL and Prodigy. One event kind of screened out the other. I wonder why NBC would leave an established service with subscribers in the millions for an unproven service. MS Network can never be exciting since it is the electronic equivalent of a house organ (those dinky magazines that companies print for their customers and employees). The current managers of MS Network will tell you that MS has no intention of ever letting Network become a crappy house organ — promoting nothing but MS products and ideals. But how long will these guys last once the Win 95 forum gets invaded by WARP fanatics? The concept of an open free-for-all forum will NEVER occur — and if I were a MS shareholder I'd complain if it *did* happen!

Here's the two online real-time scenarios that are possible. The first is the uncensored product chat (which will never happen) in the Win 95 room.

JimWARP: Win 95 Sucks! It sucks sucks sucks sucks sucks sucks!

Dugout: Bleep him! Squelch him

Marlene: Why are you so angry JimWARP?

JimWARP: SUCKS SUCK SUCKS SUCK SUCK SUCK SUCKS

JimWARP: SUCK SUCK SUCK SUCK SUCK SUCKS SUCKS SUCKS...IT SUCKS!

Kookie: It actually sucks LESS! :o)

Dugout: Sex and age check!

Dugout: M/25

Marlene: F/19

Kookie: M/22

Andover: M/30

JimWARP: Sucks man! Win 95 sucks sucks sucks sucks!!!

Dugout: Anyone here from California?

JimWARP: California sucks! Just like Win 95. In fact the whole company sucks! It should be in California!

CharlesIII: Hello! How is everyone?

JimWARP: They suck Charles. Suck suck suck!

I think you get the picture. The actual real-time Win 95 room will be something like this.

JimWARP: Win 95 ...

Dugout: What about it?

Marlene: I like it. It's very cool.

MS SYSOP: <Marlene has been awarded 2 hours free usage..congratulations>

Marlene: Wow! What did I do?

Dugout: I think it's because you said Win 95 is great!

MS SYSOP: <Dugout has been awarded 2 hours free usage..congratulations>

Dugout: Wow! Cool!

JimWARP: Hey! Why aren't my sends going online?

Dugout: What are you sending?

JimWARP:

MS SYSOP: <JimWARP has been logged off>

Marlene: I wonder what that was all about??

Dugout: Dunno. But I can tell you this: Windows 95 is great!

MS SYSOP: <Dugout has been awarded 2 hours free usage..congratulations>

What else would you expect?

In other related events: has anyone noticed that we are about to be flooded with online-related magazines, mostly about the Internet? The models for all these new magazines are not necessarily information-related (like *Boardwatch* — hard info), but will contain jazzy features and weird nonsense. The magazines that the new magazines seem to be patterned after are *Wired* and *NetGuide*.

Wired has an air of importance with almost no substance (sizzle, no steak). It also has a cool name, a double or triple entendre, in fact. I find it personally irrelevant.

NetGuide could be good if anyone there knew how to use a computer. A few months back they ran a column by know-nothing comic Paula Poundstone, in which she berated the readers of the magazine for being useless and hopeless nerds and geeks. It wasn't meant to be funny, it was a statement of her dislikes and it was just plain insulting. You had the feeling it's how the editors felt about the readers and you sensed them giggling in the back rooms, "Our readers ARE a bunch of geeks!" This attitude is not a formula for success.

Two of the new magazines will come from Ziff-Davis and Newsweek. I have no idea what either magazine will be like, although the Ziff one should be nicely nerdy with Bill Machrone running it. Machrone made *PC Magazine* the popular success it is today. He always has the potential to get caught up in larger systems, as evidenced during a period when he was a hanger-on at *Corporate Computing* and wrote about minicomputers, but it probably won't happen again.

The key to Machrone's success is that he is a true computer user to the point of being a hobbyist. This is what you have to have at the helm of computer-related magazines since they tend to be read by people who are actually interested in computers

In addition to his weekly syndicated radio call-in show, "Software/Hardtalk," syndicated newspaper columns, magazine writing for *MacUser*, *PC Computing*, *DEC Professional*, *Information Technology*, and his featured "Inside Track" column in *PC Magazine*, Dvorak is the author of several best-selling books, including *Dvorak's Inside Track to DOS & PC Performance*, *Dvorak's Guide to PC Telecommunications*, and *Dvorak's Inside Track to the Mac*.

(Dvorak's Law)! This simple notion seems to be ignored over and over by publisher after publisher. It stuns me to discover that an editor of a computer magazine has no interest in computers other than as a way to make a buck by editing a computer magazine.

The Newsweek offering, *Virtual City*, is headed by Jon Sacks, ex *Infoworld* publisher. Sacks came to ZD a few years ago to do the ill-fated *Corporate Computing* magazine, then was transferred to *PC/Computing*. He then left the company and stole ZD's editorial director Louis D'vorkin, who, every time I've seen him, wears nothing but black and looks like Svengali.

I always figured D'vorkin was brought into ZD to get Machrone out of *PC Magazine* and make life miserable for Paul Somerson, who has bounced around Ziff and now sits in an office at *PC/Computing*. Those road maps you find in *PC/C* are Somerson's idea. In fact, he is the number one idea man at Ziff, but seems to butt heads with guys like D'vorkin constantly. I seriously doubt Paul will be working for *Virtual City* anytime soon.

The same probably holds true for me too since Sacks and I have only barely gotten along. When I was holding court in the back pages of *Infoworld* I got wind of his desire to fire me and put "more serious" writers in my spot. The irony of this was that I was the guy who encouraged the *IW* brass to hire Sacks years earlier as editor.

Anyway, I quit and went to *PC Magazine*. During that period, someone at *Infoworld* passed around the vicious rumor that I was fired, which was a heck of a lie since Pat McGovern himself (owner of *Infoworld* and *Computerworld*) flew me back to Boston to get me to renege on my deal with Ziff and stay at *IW*.

After I left *Infoworld*, Sacks told me that "I'd never be heard from again!" and promptly put a bunch of CEO-columnist wannabees on the back page of the magazine. Andy Grove was one of these guys, much to my amusement. All of them were collectively so boring that they dredged up the old Cringely idea (a fictitious character dreamed up by Stewart Alsop years earlier) and patterned a column after the *PC Week* gossip column. It's been there for years and is now a fixture.

Anyway, *Virtual City* is claiming to be a "lifestyle" magazine, which means it will be more like *Wired* than anything else. This kind of magazine, to be successful, has to be *tres* cool to the tat-

toed youth of America. Since I doubt seriously that Sacks, D'vorkin or anyone at Newsweek has ever heard of or read magazines such as *The Barfing Yak* or *BEN IS DEAD* — or any number of *tres tres* cool zines and fishwraps — I wonder if they can pull it off. They

are, in fact, too old! Anyone over 30 is too old. I expect to see a *Vanity Fair* meets *Wired* meets *Redbook* meets the *Apple Annual Report* to the Shareholders kind of magazine. All things to no people. I'm waiting for their call. ♦

DVORAK'S RECIPE NOOK

Guacamole Perfecto

One of the most delicious fruits in the world is the avocado; sometimes you'll see it referred to by the French as the avocado pear. Unlike most fruit, it's not sweet but more like a vegetable with a high oil content. The oil is a healthy one, by the way. Avocado is the main constituent for guacamole which can be used as a dip or a garnish or a topping. Being from California I was raised with avocados and take them for granted. Traditionally 80% of the avocados sold in the US are from California. They are available everywhere.

Guacamole (pron. guack-uh-MOLAY) requires ripe avocados. Most avocados are picked before they are fully ripe and the ripening takes place over the next week or so. You'll sometimes find ripe ones in the store, but you are more likely to buy a hard one and let it ripen at home. These things are not like a pineapple which needs to be on the plant to ripen properly. And they are not like a tomato which "kind of" ripens off the plant. These ripen perfectly off the tree. Different types of avocados have different ripening characteristics and you have to familiarize yourself with the various varieties to determine how to tell if they are ripe.

Our discussion will center around the most popular avocado — the Hass variety — but works as well for the other lesser varieties. Hass is about 85% of the market. Also look for the Gwen or the Pinkerton which are similar. These are the oily type avocados which I prefer to the watery type such as the Fuerte or any of the kind from Florida or Mexico. Many varieties are seasonal and you should try them all.

You can tell if an avocado is ripe by gently squeezing it — it should give a little. When unripe they are rock hard. The thin-skinned varieties get a shriveled look when ripe, although with some of the large tropical types it's not as apparent when they are ripe. A ripe avocado when peeled and seeded should be easily turned into mush by mashing with a fork. If there is any resistance the thing is probably not ready.

The problem you have to concern yourself with is letting the thing get overripe and essentially rotten. There should not be gobs of "grey" avocado inside. If there is a little grey area you can cut it away from the yellow-green parts of the fruit, which is still usable under most circumstances.

If you've never dealt with an avocado, here's what to do. You simply cut them in half lengthwise by swinging a sharp knife around the large and hard pit, then separate the two halves. The seed will stick into one of the halves. You then gently whack the blade of the knife into the pit and twist the seed and lift it out. It should be attached to the knife blade at that point. You then push the pit off and into the garbage.

The avocado can then be peeled by hand. Develop your own techniques for doing this. Generally the Hass variety has the thickest skin and is the easiest to peel. The Fuerte and the thin skinned varieties from Florida and elsewhere may require more care although I've found some large tropical varieties that have a tough easy to peel skin even though it doesn't seem very thick.

You should note that the high oil content Hass and its hybrids from California keeps much better than any other avocado grown anywhere. Once it ripens you have maybe a week or more before it deteriorates (keep refrigerated). The refrigeration, by the way, does not stop the ripening. I've read that it does. Obviously these people have never worked with this fruit. It may retard the process, but not by much. The high water content avocados from Florida and elsewhere, once they ripen, should be used as soon as possible.

GUACAMOLE (traditional)

There is no "one" recipe for this stuff and it doesn't take a rocket scientist to make plain Guacamole. I'm amused by package mixes for Guacamole. Who are they kidding? Essentially, Guacamole is mashed avocado with some lemon or lime juice added. Avocados turn dark if there is not some citric or other acid added to prevent oxidation. You should also squeeze a lemon over the avocado meat if you cut it in half and plan to store it. Anyway, you can add some spice to it, but Guacamole is essentially mashed avocado.

GUACAMOLE (Serves 6 max)

INGREDIENTS

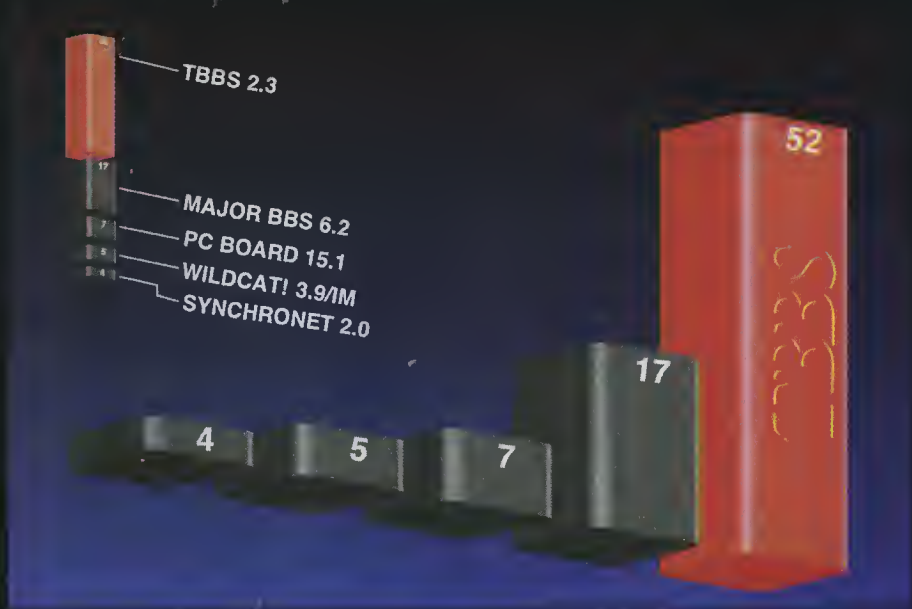
2 ripe avocados
1/2 cup fresh cilantro leaves (no stems)
dash of tabasco or jalapeno hot sauce
Juice of 1 lemon
ground black pepper to taste
salt to taste

Optional: finely chopped onions or green onions. Also some people substitute parsley for the cilantro or leave it out altogether.

Add all ingredients into a bowl and mash or whisk to any consistency you like. Some people love it lumpy. Make fresh and serve immediately.

Variations: some people will add sour cream to the mix and get a light colored tangy version of guacamole which is great with chips. You can also add a healthy few tablespoons of salsa or some chopped tomato. Finely chopped jalapeno or serrano chilis would also be nice if you want a spicy version. And there is no reason not to experiment with any other seasoning you have around. This should taste good with tarragon and even fresh basil.

Long live the avocado. ♦



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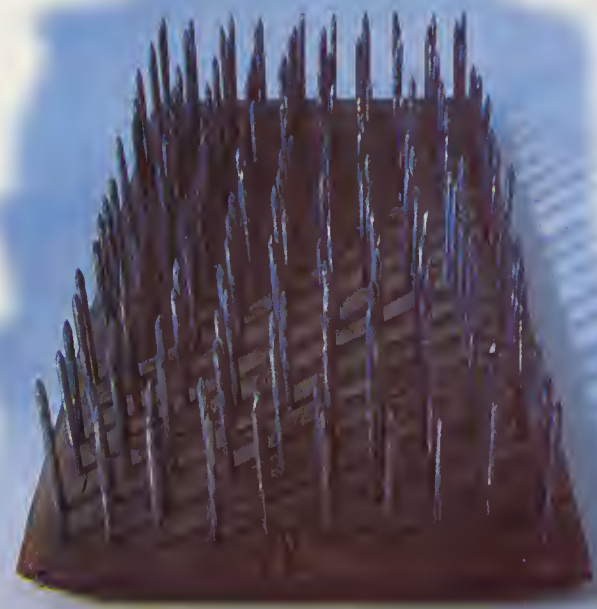
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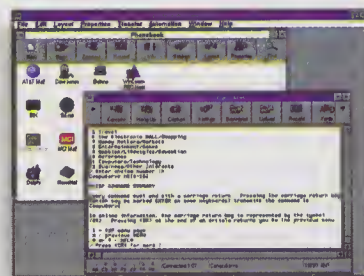
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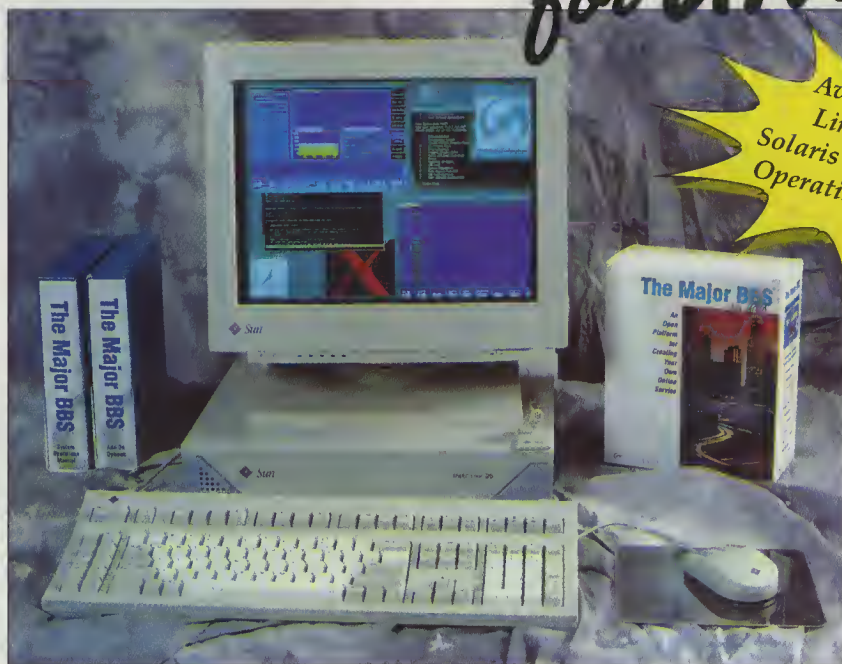
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